

# AGP-Livestock Market Development

## *Expanding Livestock Markets for Smallholder Producers*

### QUARTER REPORT July – September 2016



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Prepared by AGP-Livestock Market Development Project

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## ACRONYMS

ADNS	Animal Disease Notification System
AEMFI	Association of Ethiopian Micro Finance Institutions
AEW	Agricultural Extension Worker
AGP	Agricultural Growth Program
AGP-AMDe	Agricultural Growth Program-Agribusiness and Market Development
AHA	Animal Health Assistant
AI	Artificial Insemination
ALEC	Africa Livestock Exhibition and Congress
ALPPIS	Addis Livestock Production and Productivity Improvement Service
ATA	Agricultural Transformation Agency
B2B	Business-to-Business
BCC	Behavior Change Communication
BDS	Business Development Service
BoLF	Bureau of Livestock and Fisheries
CAHW	Community Animal Health Worker
CBA	Cost-Benefit Analysis
CDTF	Capacity Development Task Force
CG	Care Group
CIG	Common Interest Group
CoP	Chief of Party
DA	Development Agent
DCA	Development Credit Authority
DCoP	Deputy Chief of Party
EM	Effective Microorganisms
EMDIDI	Ethiopian Milk and Dairy Industry Development Institution
EMMP	Environmental Mitigation and Monitoring Plan
ERR	Environmental Review Report
ES	Economic Strengthening
ET-LITS	Ethiopian-Livestock Identification and Traceability System
FADUA	Frequency, Amount, Density, Utilization, and Active feeding
FBO	Farmer-Based Organization
FCA	Federal Cooperative Agency
FCU	Farmers' Cooperative Union
GRAD	Graduate Resilience to Achieve Sustainable Development
GTP	Growth and Transformation Plan
HACCP	Hazard Analysis and Critical Control Point
HDA	Health Development Army
HEW	Health Extension Worker
ICT	Information and Communications Technology
IICD	International Institution for Communication and Development
IR	Intermediate Result
IP	Implementing Partner
IVR	Interactive Voice Response
IYCF	Infant and Young Child Feeding
LCB	Local Capacity Builder

LITS	Livestock Identification and Traceability System
AGP-LMD	Livestock Market Development Project
LMIS	Livestock Market Information System
LT TA	Long Term Technical Assistant
LWG	Livestock Working Group
MCC	Milk Collection Center
MFI	Micro-Finance Institution
MoA	Ministry of Agriculture
MoANR	Ministry of Agriculture and Natural Resources
MoFA	Ministry of Foreign Affairs
MoH	Ministry of Health
Mol	Ministry of Industry
MoLF	Ministry of Livestock and Fisheries
MoT	Ministry of Trade
MoU	Memorandum of Understanding
MLA	Meat and Live Animal
MSME	Micro, Small and Medium Enterprises
MSE	Micro and Small Enterprises
MSP	Multi-Stakeholder Platform
NAHDIC	National Animal Health Diagnostic and Investigation Center
NAIC	National Artificial Insemination Center
NLMIS	National Livestock Market Information System
OIB	Oromia International Bank
ORDA	Organization for Rehabilitation and Development in Amhara
PFS	Partners in Food Solutions
PLW	Pregnant and Lactating Women
PLWHA	People Living With HIV/AIDS
PPP	Public-Private Partnership
PRIME	Pastoralist areas Resilience Improvement through Market Expansion
REST	Relief Society of Tigray
RFA	Request for Application
SBC	Social Behavioral Change
SCG	Saving and Credit Group
SNNPR	Southern Nations, Nationalities, and Peoples' Region
SOW	Scope of Work
STTA	Short- Term Technical Assistant
TA	Technical Assistance
TC	Technical Committee
TOR	Terms of Reference
TPC	Technical Programming Concept
ToT	Training of Trainers
USAID	United States Agency for International Development
VC	Value Chain
VCF	Value Chain Financing
VDFACA	Veterinary Drug and Feed Administration and Control Authority
WALN	Women in Agribusiness Leadership Network
WISE	Organization for Women in Self Employment

## PROGRAM OVERVIEW

USAID-Ethiopia's Agricultural Growth Program-Livestock Market Development (AGP-LMD) Project is a five-year project implemented as part of the U.S. Government's Feed the Future Initiative. This investment, in concert with the crop value chain program (AGP-AMDe), serves as part of USAID's contribution to the Government of Ethiopia's Agricultural Growth Program (AGP). The AGP's goal "to end poverty and enhance growth" aligns with Feed the Future's goal to "sustainably reduce poverty and hunger." The project aims to foster growth and reduce poverty through improving the productivity and competitiveness of selected livestock value chains: meat, live animals, and dairy. Program operations take place in AGP targeted woredas of Tigray, Amhara, Oromia, and Southern Nations, Nationalities, and Peoples' Region (SNNPR), in order to effectively reach large numbers of smallholder producers. In addition, the project uses and builds upon local organizations' experience and extensive professional and social networks throughout these four regions.

The AGP-LMD project addresses USAID's Strategic Objective of improving smallholder incomes and nutritional status through the achievement of three key USAID intermediate results, involving five program components. The project applies a holistic value chain development approach to ensure that the program transforms the targeted value chains from infancy to maturity. This self-propels value chains capable of taking ownership of their own future development by addressing systemic bottlenecks and facilitating value chain participants' own engagement and investment.

## EXECUTIVE SUMMARY

This report describes AGP-LMD's Year 5 first quarter (July – September 2016) progress and results achieved. The performance in the first quarter was influenced by the developments in the Oromia and Amhara regions of Ethiopia. The AGP-LMD has restricted car and staff movements in these two regions for several weeks during the three-month period. The project tried to limit the impact of these travel restrictions on the Year 5 work plan implementation by taking the following measures:

- Focus on the development and finalization of training materials
- Focus on implementing activities in SNNPR and Tigray regions
- Regional staff members took leave or were temporarily deployed in another AGP-LMD office to support ongoing activities.

Despite the limitation in work plan implementation due to security issues, AGP-LMD achieved important results on its main Feed the Future indicators:

- Incremental sales: more than \$5 million of local sales was reported during the quarter. Total incremental sales achieved add up to \$94.6 million since the start of the project which represents 85% of the Life of the Project target.
- New private sector investment: AGP-LMD facilitated \$3,806,060 in new private sector investment for the dairy Value Chain during this quarter. In total AGP-LMD facilitated more than \$21 million of investment representing 63% of the Life of the Project target.
- As a result of the AGP-LMD-GRAD collaboration on market linkage facilitation, about 1,702 livestock producers were able to sell more than 4,000 cattle and shoats valued around \$155,115 to resorts and export abattoirs.
- Rural loans: In the reporting period AGP-LMD facilitated access to finance for one medium enterprise valued at \$283,228
- Number of individuals who received short term training: 607 individuals received USG supported short-term agricultural sector productivity training.

- Number of people reached and trained with nutrition messaging: AGP-LMD continued delivering nutrition messages in different continuous sessions for 4,180 pregnant and lactating women.

A main breakthrough for the Ethiopian livestock sector is the multi-million investment contract that was signed between a US investor and Abergelle International Livestock Development PLC. The investment will further support Abergelle by increasing the use of their processing capacity, improving the supply chain and opening up access to new markets. AGP-LMD's role in this success was on both ends:

- Abergelle received support in different forms from AGP-LMD which transformed the factory from standing idle in 2013 to now operating at an estimated 20 to 30% of its capacity;
- The US investors received regular information, updates and advice on the state of the livestock sector in Ethiopia.

Due to a lack of maintenance, almost all liquid nitrogen plants in the country are out of order, limiting the availability of liquid nitrogen for AI service provision. AGP-LMD in collaboration with National Artificial Insemination Center (NAIC) organized a training for 23 liquid nitrogen (LN2) plant technicians from four regions. He trained the technicians in routine maintenance and handling of LN2 equipment and plants in the country. The training is one of the AGP-LMD efforts to improve the quality and availability of AI services in country. AGP-LMD provided a grant earlier in the project to ALLPIS, the leading private AI service provider as well as is establishing 100 new AI services providers in the four regions.

During the reporting quarter AGP-LMD started as part of the nutrition strategy the implementation of the poultry strategy in close collaboration with one of the country's leading poultry companies, EthioChicken. During the quarter, 30 DAs, Implementing Partners and woreda agricultural office staff (24 male, 6 female) attended the management of backyard chicken production training offered by experts from EthioChicken. The aim of the training offered is to support the establishment of back yard chicken producing micro enterprises in rural areas, leading to local economic opportunities and improved availability of chicken meat and eggs for the local communities.

## RESULTS TRACKING TABLE

Table I: Results Tracking Table for Feed the Future Key Indicators

Performance Indicator	Unit of Measurement	Disaggregation	Year 5 1st quarter results (July 2016-September 2016)						Total results todate (year 1, 2, 3, 4 and 1st quarter of year 5)	% performance todate
			Amhara	Tigray	SNNPR	Oromia	Addis Ababa	Total		
Value of incremental sales (collected at the farm level) attributed to project implementation	USD	Total reporting year sales		583,894	151,617	4,457,955	-	5,446,569	94,686,767	85%
	MT	Total Volume of sales (MT)		34,539	310	11,301	-	46,682	94,979	
	Number	Total Number of direct benefici		1,788	134	10,168	-	12,267	683,216	
		<b>Cattle (live)</b>								
		<b>Adjusted baseline sales (USD)</b>								
		Baseline sales (USD)								
	USD	Reporting year sales		304,672	3,778	21,870	-	330,320	8,131,791	
	MT	Volume of sales (mt)		188	2	12		202	5,513	
	Number	Number of direct beneficiaries		537	7	35		579	32,545	
		<b>Goat (live)</b>								
		<b>Adjusted baseline sales (USD)</b>								
		Baseline sales (USD)								
	USD	Reporting year sales		64,677	933	28,879		94,489	46,086,631	
	MT	Volume of sales (mt)		33,929.0	1	200		34,130	51,655	
	Number	Number of direct beneficiaries		849	12	5,006		5,867	450,600	
		<b>Milk</b>								
		<b>Adjusted baseline sales (USD)</b>								
		Baseline sales (USD)								
	USD	Reporting year sales	253,103	196,364	146,546	4,259,636		4,855,649	13,903,059	
	MT	Volume of sales (mt)	531	412	308	8,943		10,194	24,040	
	Number	Number of direct beneficiaries	177	137	103	2,981		3,398	9,849	
		<b>Sheep (live)</b>								
		<b>Adjusted baseline sales (USD)</b>								
		Baseline sales (USD)								
	USD	Reporting year sales		18,182	360	147,570		166,112	21,012,482	
	MT	Volume of sales (mt)		10	0.21	2,146		2,157	9,098	
	Number	Number of direct beneficiaries		265	12	2,146		2,423	183,421	

Performance Indicator	Unit of Measure ment	Disagregation	Year 5 1st quarter results (July 2016-September 2016)						Total results todate (year 1, 2, 3, 4 and 1st quarter of year 5	% performanc e todate
			Amhara	Tigray	SNNPR	Oromia	Addis Ababa	Total		
Number of jobs attributed to project implementation	Number	Location total		20.0	42.3	-	-	62	4,145	74%
		Urban		15.0	25.5			41	2,584	
		Rural		5.0	16.8			22	1,562	
		New/continuing total	-	20	42	-	-	62	4,145	
		New		2.0	2.5			5	744	
		Continuing		18.0	39.8			58	3,401	
		Sex of job-holder total		20.0	42.3			62	4,145	
		Male		15.8	31.0			47	3,030	
		Female		4.3	11.3			16	1,117	
		MLA		8.5	1.5			10	296	
		Dairy		11.5	40.8			52	1,198	
		Total		20	42	-	-	62	1,494	
Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (4.5.2(7))-	Number	Type of individual (total)		105	502			607	26,716	35%
		Producer		45	280			325		
		People in government		52	150	4	11	217		
		People in private sector firms		2	67			69		
		People in civil society		6	5			11		
		Sex (total)		105	502			607		
		Male		57	275	3	10	345		
		Female		48	227	1	1	277		



Performance Indicator	Unit of Measurement	Disaggregation	Year 5 1st quarter results (July 2016-September 2016)						Total results todate (year 1, 2, 3, 4 and 1st quarter of year 5)	% performance todate
			Amhara	Tigray	SNNPR	Oromia	Addis Ababa	Total		
Value of exports of targeted agricultural commodities as a result of USG assistance (for bilateral missions)(4.5.2(36))	USD	Total Value of export (in USD)	-	67,968	-	72,160	-	140,128	98,219,396	106%
	MT	Total Volume	-	27	-	42	-	69		
		Cattle (beef) total								
		Regional								
	USD	Value of exports		67,968				67,968		
	MT	Volume of		27				27		
		Outside of region						-		
	USD	Value of exports (in USD)						-		
	MT	Volume of						-		
		Disaggregates Not						-		
	USD	Value of exports (in USD)						-		
	MT	Volume of						-		
		Cattle (live)								
		Regional								
	USD	Value of exports				72,160		72,160		
	MT	Volume of				42		42		
		Outside of region						-		
	USD	Value of exports (in USD)						-		
	MT	Volume of						-		
		Disaggregates Not								
	USD	Value of exports (in USD)						-		
	MT	Volume of						-		

Performance Indicator	Unit of Measurement	Disaggregation	Year 5 1st quarter results (July 2016-September 2016)						Total results todate (year 1, 2, 3, 4 and 1st quarter of year 5)	% performance todate
			Amhara	Tigray	SNNPR	Oromia	Addis Ababa	Total		
Number of supply contractual agreement signed by firms /organizations along the value chain as a result of the Project assistance	Number	MLA	-	-	-	-	-	-	279	
		Dairy	-	-	-	-	20	20	138	
		<b>Total</b>	-	-	-	-	20	20	412	
Number of vulnerable households linked to market as a result of the project assistance.	Number	<b>Total</b>							19,489	
		<i>Male</i>							15,591	
		<i>Female</i>							3,898	
		<b>Total</b>	638	1,021	28	33		1,720	6,525	
		<i>Male</i>	541	383	23	28		975	4,006	
		<i>Female</i>	97	638	5	5		745	2,519	
		<i>Male</i>	541	383	23	28	-	975	19,597	
		<i>Female</i>	97	638	5	5	-	745	6,417	
		<b>Total</b>	638	1021	28	33	0	1720	26,014	52%
Value of new private investment in the livestock sector or food chain leveraged by the Project implementation(4.5.2(38))	USD	<b>Value chain (total)</b>	-	3,500,000	-	306,060	-	3,806,060	22,403,100	63%
		MLA	-	3,500,000	-	-	-	3,500,000	15,998,197	
		Dairy	-	-	-	306,060	-	306,060	6,404,903	

Performance Indicator	Unit of Measurement		Disaggregation		Year 5 1st quarter results (July 2016-September 2016)						Total results todate (year 1, 2, 3, 4 and 1st quarter of year 5)	% performance todate
					Amhara	Tigray	SNNPR	Oromia	Addis Ababa	Total		
Number of supply contractual agreement signed by firms /organizations along the value chain as a result of the Project assistance	Number	MLA		Total	-	-	-	-	-	-	279	
		Dairy			-	-	-	-	20	20	138	
		Total			-	-	-	-	20	20	412	
Number of vulnerable households linked to market as a result of the project assistance.	Number	PRIME beneficiaries	Total								19,489	
			Male								15,591	
			Female								3,898	
		GRAD	Total		638	1,021	28	33		1,720	6,525	
			Male		541	383	23	28		975	4,006	
			Female		97	638	5	5		745	2,519	
		Total	Male		541	383	23	28	-	975	19,597	
			Female		97	638	5	5	-	745	6,417	
			Total		638	1021	28	33	0	1720	26,014	52%
Value of new private investment in the livestock sector or food chain leveraged by the Project implementation(4.5.2(38))	USD	Value Chain	Value chain (total)		-	3,500,000	-	306,060	-	3,806,060	22,403,100	63%
			MLA		-	3,500,000	-	-	-	3,500,000	15,998,197	
			Dairy		-	-	-	306,060	-	306,060	6,404,903	
Number of MSMEs receiving USG assistance to access loan(4.5.2(30))	Number	Size of MSME	Size of MSME (total)		-	1	-	1		2	502	132%
			Micro							-	466	
			Small							-	13	
			Medium					1		1	22	
			Disagregates Not Available			1				1	1	
		Sex of owner	Sex of owner (total)		-	1	-	1		2	36	
			Male		-	1	-	-		1	139	
			Female		-	-	-	1		1	131	
			Joint		-	-	-	-		-	2	
		VC	MLA		-	1	-	-	-	1	184	
			Dairy		-	-	-	1	-	1	11	
Value of agricultural and rural loans	USD	Type of loan recipient	Type of loan recipient (total)		-	-	-	283,228	-	283,228	16,279,781	59%
			Producers		-	-	-	-	-	-	840,800	
			Local traders/assemblers		-	-	-	-	-	-	240,000	
			Wholesalers/processors		-	-	-	283,228	-	283,228	15,148,981	
			Others		-	-	-	-	-	-	50,000	
			Disagregates Not Available		-	-	-	-	-	-	-	
		Sex of recipient	Sex of recipient (total)		-	-	-	283,228	-	283,228	16,279,781	
			Male							-	11,936,193	
			Female					283,228		283,228	1,193,588	
			Joint							-	3,150,000	
		VC	MLA		-	-	-	-	-	-	14,313,256	
			Dairy		-	-	-	283,228	-	283,228	1,816,525	
			Total		-	-	-	283,228	-	283,228	5,112,919	

**IRI: INCREASED PRODUCTIVITY AND COMPETITIVENESS OF SELECTED LIVESTOCK VALUE CHAINS FOR THE BENEFIT OF SMALLHOLDERS**  
**COMPONENT I: MOVING FROM ANALYTICS TO STRATEGY TO LEARNING**

During Year 5 quarter 1, the AGP-LMD Learning and Communications team has accomplished various activities in collaboration with other components of LMD. The major activities accomplished were: facilitating the arrangement of various events, ensuring appropriate branding and marketing, success story development, editing various documents produced for publication and messages for radio programs, ensuring production and dissemination of informative and visibility materials, and editing and compiling the Year 5 work plan and Year 4 report.

**1.1 Ensuring production and dissemination of informative and visibility materials**

During the first quarter of 2016, the communications team updated existing fact sheets and folders to meet Feed the Future branding requirements. The communications team also produced 13 success stories, eight of which were included in Year 4 report.

**1.4 Editing documents**

During this quarter, seven AGP-LMD-developed training manuals were identified and edited to be sent to the USAID mission office. Of these materials, five were prepared in Amharic and two in English. Furthermore, the communications team supported the editing of the first draft of a Year 5 work plan and Year 4 report, and, lastly, shared these with a copy editor.

**2.1 Ensuring USAID's branding and marking**

This quarter, the branding and marketing of 10 videos and 10 posters for Dairy and MLA were reviewed and commented. The AGP-LMD technical team also finalized amendments to the content of the posters and videos. The publication of posters and duplication of videos from a master DVD will be accomplished within a short time. The communications team also supported the branding and marketing of the Ethiopian Livestock Identification and Traceability System (ETLITS) user manual for regional quarantine offices.

## 5.5 Facilitating the arrangement of various events



*USAID's OMB team visit to Abergelle, Tigray*

(OMB), and Jason Fraser, Acting Director, Office of East Africa Affairs, AFR/East Africa.

During this reporting period, the AGP-LMD facilitated two major events for Abergelle International Livestock Development PLC: visits to the Tigray region during August and September 2016, respectively. The first event was a visit from USAID's OMB (Office of Management and Budget) team on August 26, 2016. The team was headed by Mike Casella, Director, USAID Office of Budget and Resource Management (BRM) and accompanied by Rob Fairweather, Deputy Associate Director of International Affairs

The second event was a visit to Abergelle on September 18, 2016, by USAID Mission Director, Mrs. Leslie Reed and the newly appointed head of the Economic Growth and Transformation Office, Mr. Stephen Mourin, along with experts from the USAID mission. On the arrival of the USAID delegation, Mr. Marc Steen, Chief of Party of AGP-LMD and Mr. Daniel, supply manager of the abattoir gave brief presentations on the abattoir's activities and achievement as a result of AGP-LMD's support. Afterward, the delegation also met and engaged in brief discussion with farmers who supply animals to the abattoir, and viewed their animals there. The delegation also visited the abattoir meat fabrication center while it was operating, as well as the meat cold store, where labeled and packed meat is preserved for export.



*USAID Mission Director Leslie Reed, 2nd from the left, visits Abergelle*

investor's CEO, Mr. Michael O'Gorman, this investment would not have been made without AGP-LMD's support.

The visit was marked by the announcement that a U.S. investor and the owner of Abergelle signed an investment agreement with the Ethiopian Entity Endowment Fund for Rehabilitation of Tigray (Effort), for an investment of US\$3.5 million to further improve the abattoir operations, providing livestock farmers access to a reliable outlet for their animals. The objective is to increase the use of the abattoir's capacity. The investor will take over full management of the abattoir, set up a breeding program, and connect to new markets. This investment deal was established thanks to the ongoing participation of the AGP-LMD project since 2014. AGP-LMD supported investor with investment information about Ethiopia and Abergelle, contacts, and advice. According to the

Moreover, the AGP-LMD successfully arranged a Year 5 quarterly learning event on September 29 and 30, 2016. All regional coordinators and IPs, along with the technical team, participated in the learning event. The outcome of the event was presented during the quarterly USAID Feed The Future meeting on October 4.

## COMPONENT 2: IMPROVE PRODUCTIVITY AND COMPETITIVENESS OF LIVESTOCK VALUE CHAINS – DAIRY VALUE CHAIN

### IRI: Strategy 1: Link value chain actors to input and service providers

B2B meetings are one of the approaches utilized by the AGP-LMD Project to address issues related to improving livestock production and productivity, as well as to improve livestock and livestock product marketing through a focus on improved productivity and competitiveness of selected value chains.

#### 1.2.1.1 Organizing business meetings between value chain actors and input suppliers

During this reporting quarter, a business-to-business (B2B) meeting was facilitated by AGP-LMD in Addis Ababa at the federal level. A total of 50 participants (12 female) attended the meetings and created linkages between dairy value chain actors and input suppliers. During the meetings, input suppliers displayed their products and services, increasing producers' awareness of their services. At the end of the meetings, a total of 20 business deals were made between dairy processors and input suppliers. B2B meetings have a considerable role in creating commercial linkages between input/services providers and producers, and contribute to knowledge transfer.



*B2B participants viewing some of the equipment on display*

Participants included different actors and input suppliers, including Agro-Vet, Electromechanical, Halona, Balaj Technology, ET ALIM Trading, WISE team, Harme Dairy Laboratory, Neway PLC and Selam Children Village. Market linkages were forged at this forum, and equipment and services—including milk processing, laboratory and testing equipment; laboratory equipment maintenance, consultancy services, and additives and chemicals—were promoted. At such forums, input suppliers attend not only to engage in commercial transactions, but also so their knowledgeable and capable personnel

can share technical details about their respective inputs/technologies. Both input suppliers and producers/processors were able to better learn how to make business deals to accommodate their common interest.

### IRI: Strategy 2: Establish and strengthen input suppliers and service providers

To respond to the need for more and better quality artificial insemination (AI) services, AGP-LMD is establishing a network of 100 private AI technicians. To achieve this, AGP-LMD issued the third round of matching grants to AI services providers for which a total over of 100 applicants applied for 100 AI kits. Currently, all pre-conditions are finalized to award matching grants and begin implementation.

#### 1.2.2.1. and 1.2.2.2 Private technicians (new AI training and refresher AI training - grantee focus)

One hundred AI grantees have been selected for the grant program and pre-award assessments have been conducted for each. Grant summaries have been prepared and are under review. Grant agreements are expected to be signed by the end of this month. For the procurement of AI kits, a purchase order has already been submitted to vendors. Out of the 100 grantees, 33 have been identified as new-AI

providers, and will undergo a 45-day AI training course. AGP-LMD began preparations with the National Artificial Insemination Centre (NAIC) to organize these training sessions before the end of the calendar year. The other 67 grantees have been selected for a seven-day refresher training. AGP-LMD is preparing to provide this refresher training in October.

### **1.2.2.3. Private AI technicians (business management training - grantee focus)**

Besides their respective AI training, the 100 AI grantees will also receive business management training for commercial AI provision. The training is under preparation and expected to be provided around the delivery time of the AI Kits.

## **IRI: Strategy 3: Improve livestock management**

### **1.2.3.1.3. Provide training of trainers on dairy management to developmental agentsDAs, cooperative staff, milk processing staff, common interest group (CIG) leaders, newly recruited implementing partner (IP) staff**

AGP-LMD is increasing the capacity of government woreda officials for the provision of dairy management training. Using the Training of Trainers (ToT) model will cascade training down toward dairy producers and assure the sustainability of the provision of dairy management and clean milk production. During this reporting quarter, five days' Training of Trainers was provided to government livestock experts. Their training is expected to cascade to dairy farmers in their respective woredas. Twenty-two (including two female) and nine (all male) livestock experts from SNNPR and Tigray, respectively, attended the training. In addition to receiving detailed training, participants discussed the following important lessons among themselves:

- **Sources of forage seeds and molasses:** The participants discussed availability of forage seeds and molasses, and learned that farmers may obtain these items through cooperatives and/or private dealers.
- **Effective microorganisms (EM) technology:** The trainees learned about EM and what the benefits are of using EM as a livestock feed supplement in combination with other feeds: EM-straw/hay treated, EM-Bokashi, and/or mixed with water.
- **Breed Improvement:** The trainees learned that genetic potentials can be realized if environment, feed, housing, health and other factors are well managed and compatible with animal genotype.
- **Inefficient service provided by new AI technicians:** Farmers are complaining of the low efficiency of AI technicians who have only had 45 days' training as compared to experienced AI technicians. These complaints suggest the need to focus more on practical training for the upcoming new AI grantees (RFA003).
- **Importance of colostrum feeding to calves:** Some farmers are not aware of the importance of colostrum as calf feed and instead are using it for human consumption, usually for children. Thus, the training is an opportunity for TOT trainees to change farmer's incorrect perceptions on colostrum feeding and reduce prevalent calf mortality.
- **Herd observation frequency for heat detection:** Nearly all farmers perform herd heat detection follow-up once a day. This training clearly showed trainees how performing heat observation one to four times a day improves the rate of heat detection significantly. The more frequent the observations, the greater the number of cows/heifers in heat which are detected, leading to an improved conception rate.





*Trainees engaging in practical training*

#### **1.2.3.1.5. Support AGP organized field days with technical assistance and training materials for participants**

Field days focusing on forage development were conducted in Southern Nations, Nationalities, and Peoples' Region (SNNPR) AGP-LMD woredas (Melga and Wondogenet). They consisted of an introduction to forage development and farm visits. There were a total of 115 participants (43 female). Of these, 60 participants (23 female) were from Melga and 55 (20 female) were from Wondo Genet woreda.

#### **1.2.3.2. Production and distribution of audiovisual materials on selected topics in dairy management (prevention of mastitis, milk fever, feeding, colostrum feeding, heat detection, milk hygiene, etc.**

To increase outreach to more dairy farmers, AGP-LMD uses video to distribute information on dairy management topics. In this reporting quarter, discussions and review of manuscripts were conducted with the relevant regional and federal livestock agencies. Manuscripts on the estrous cycle in cattle, heat detection, clean milk production, hypocalcaemia, mastitis, and calf management were developed and finalized. The video will be distributed to end users following USAID approval. Similarly, posters on feed storage, milking procedures, milk treated with antibiotics, body condition scoring, and raw milk consumption are prepared and will be distributed to users following USAID approval.

#### **1.2.3.3. Radio program production and broadcasting on important dairy management aspects / Conduct farmers group discussions feedbacks after the programs**

Radio transmission programs on calf mortality, breed improvement, and forage development were developed to be distributed to beneficiaries through four AGP-LMD regional media outlets. In SNNPR, broadcasting is already taking place twice a week on FM radio. AGP-LMD is currently working to similarly broadcast the information to end users in the three other AGP-LMD regions.

The AGP-LMD project is supporting the establishment of 100 new milk collection centers (MCCs) resulting in an additional 135,000 liters of milk processed per day. The MCCs will contribute to a safe and healthy milk collection system and will provide new opportunities for dairy farmers since they allow for the collection of evening milk. AGP-LMD supports the establishment of the MCCs through a matching grant complemented with technical assistance to grantees.

**1.2.4.4.1 Private milk technicians (milk chilling center management) (for grantees and newly recruited IP staff)**

100 MCC grantees have been selected for the grant program and pre-award assessments have been conducted for each. Grant summaries have also been prepared and submitted to the head office. Scope of work (SOW) documents for short term technical assistants (STTAs) are prepared and being processed for the upcoming MCC training.

## COMPONENT 2: IMPROVE PRODUCTIVITY AND COMPETITIVENESS OF LIVESTOCK VALUE CHAINS – MEAT AND LIVE ANIMAL VALUE CHAIN

IRI: Strategy 1: Link value chain actors to input and service providers

B2B meetings are one of the approaches utilized by the AGP-LMD project to address issues related to improving livestock production and productivity, as well as to improve livestock and livestock product marketing through a focus on improved productivity and competitiveness of selected value chains. AGP-LMD continues to emphasize the importance of and facilitate women's participation in all B2B forums.

### **1.2.1.1 Organizing business meetings between value chain actors and input suppliers**

This year, this activity has been handed over to AGP-LMD's regional IP. Orientation and training have been provided to relevant IP staff to conduct business meetings between value chain actors and input suppliers in all AGP-LMD regions starting in October. The AGP-LMD Addis team will provide assistance to the IPs when needed.

IRI: Strategy 2: Establish and strengthen input suppliers and service providers

### **1.2.2.1 Review, revise and print training materials**

Two materials used for AGP-LMD training were reviewed and revised. These materials were submitted for USAID approval. The training materials in question are feed processing and animal health training manuals.

### **1.2.2.4. Provide training to animal health professionals in collaboration with AGP**

In this reporting quarter, AGP-LMD conducted three animal health trainings. These trainings were conducted in the SNNPR and Tigray regions. The first two trainings involved veterinary medicine professionals, i.e., assistant veterinarians and veterinarians. There were 28 trainee participants (three female) in the SNNPR and 35 trainee participants (three female) in the Tigray region. A third training was conducted in collaboration with a farmer-based organization (FBO). 23 model farmers (seven female) drawn from Bokra union, a cooperative grantee, participated in this training. Model farmers were targeted among the union members with intention that each of these trainees would in turn train at least 10 cooperative members.

IRI: Strategy 3: Improve livestock management

Under this strategy AGP-LMD engaged in activities to improve livestock production and productivity by providing needs-based training to cattle fatteners.

### **1.2.3.5. Support AGP-organized field days with TA and training materials**

AGP-LMD organized field days during this reporting quarter to facilitate the sharing of experiences and good practices among farmers. Field days on forage production and utilization were conducted in Wondo Genet and Melga woredas of SNNP region. The event included presentations on common cultivated forage types, forage production strategies, utilization, and expected level of performance obtained through feeding forages. This was followed by a visit to different forage establishment sites, including FTCs and farmers' fields. In addition, a feedlot was also visited to learn forage feeding systems in cattle fattening. Participants included producers of cattle, sheep, and goats. There were 94 participants at the field day visits, of which 24 were females.

#### **1.2.3.6. Production and distribution of audio-visuals on selected topics in livestock management**

To increase outreach to more cattle-fattening farmers, AGP-LMD uses video to distribute information on livestock management topics. During this reporting quarter, discussions on and review of the manuscripts were conducted with the relevant regional and federal livestock agencies. An external review workshop on audiovisual materials produced by AGP-LMD was conducted and 15 experts (one of them female)—representing government institutions, the private sector, and projects working on livestock improvement—participated and evaluated the materials in detail. Valid inputs were collected and incorporated into the audio-visual materials. Subsequently, a series of internal reviews were conducted to incorporate the comments provided by the external reviewers. The topics of the audiovisual materials are personal hygiene in abattoirs, cattle fattening guidance, Ethiopian meat cut fabrication, livestock transportation, and appropriate techniques of flaying skins. Once ready, they will be distributed to end users at large. Similarly, posters on cattle carcasses, sheep carcasses, molasses, liver fluke, and livestock grading were developed and evaluated, to be distributed to end users following USAID approval. These posters' final versions are translated into Oromiffa and Tigrigna languages.

#### **1.2.3.7. Radio program production and broadcasting on important livestock management aspects**

The first radio program was launched this quarter in SNNPR. The process involved selecting topics based on regional priorities. AGP-LMD's role in this activity has been mainly assisting material production and covering the cost of airtime (ETB 17,000 for broadcasting twice a week for four months). Thus far, programs on reducing mortality of young animals (lambs and kids), forage production and utilization, and genetic improvement have been broadcasted. The Bureau of Livestock and Fishery Resources of SNNPR is taking the lead in this activity, which is an important step toward sustainability. On the other hand, lack of capacity, both on the part of regional experts and journalists, to prepare and transmit livestock-related messages that can be easily understood and attract listeners is a challenge that has been noted, and capacity-building in this aspect important. According to the Deub FM radio station, their programs cover about 80 percent of areas in SNNPR. AGP-LMD is working with Amhara, Tigray, and Oromia regions' livestock offices and mass media to similarly broadcast the information to end users in their respective regions.

IRI: Strategy 4: Improve post production relationships, efficiencies and quality

AGP-LMD works with middle-of-the-value-chain actors with the objective of creating reliable win-win business relationships between smallholder producers and buyers. AGP-LMD continues to support several meat producers and processors with their expansion and investment plans. In the MLA value chain, AGP-LMD further strengthened the business management capacity of butcheries and export abattoirs. In this quarter, follow-up and technical support was provided to these actors.

#### **1.2.4.1. Follow up monitoring/coaching of feed processors, abattoirs, feedlot operators**

In this reporting quarter, AGP-LMD followed up on Ethio-feed franchise sites, namely Lemlem Raya Union feed processing factory located at Endamhoni, Tigray. The grantee conducted a market demonstration and learning day on local and commercial feed ingredients (including type, source, and nutritive values for beef, dairy, poultry, and emergency feed). There were 40 participants (including five females) in demonstration activities. A total of 41 brochures of promotional materials (36 in Amharic and five in English) were distributed to participants.

Other companies that were monitored include a feed processor in Shashemene, Abyssinia export abattoir, Kegna export abattoir, Alfoz feedlot, and FHB (Fate, Hamed and Bame) Plc feed processing company. FHB

Plc is a newly identified actor this quarter, and they produce and sell their products to adjacent towns like Sodo, Hawassa, Tula, and Aleta Wondo. To reach new markets, the company will be invited to the upcoming B2B meetings. Similarly, Alfoz is a new company that has recently entered the market, and has constructed standard feedlots and is in the business of exporting live animals. Since its establishment, the company has exported 7,000 cattle, 20 sheep, and 2,000 goats. The company has begun constructing an abattoir.

## COMPONENT 2: IMPROVE PRODUCTIVITY AND COMPETITIVENESS OF LIVESTOCK VALUE CHAINS – CROSS CUTTING ISSUES

### IRI: Strategy 6: Strengthen FBOs and sectorial associations

During this reporting period, AGP-LMD continued its work with cooperatives and livestock sectorial associations. The main areas of support are the implementation of innovation grants and improvement of the business, management, and marketing capacity of cooperatives and sector associations through training and experience sharing. AGP-LMD also supported cooperatives with grant implementation.

#### **1.2.6.1 Follow up and support grantee cooperatives to fulfill milestones within grant agreements for the successful operation of the business. (Milestone preparation, TA, business development service (BDS), mentoring/coaching).**

In this reporting quarter, FBO activities focused on the follow-up and support of cooperative grantees to fulfill their grant agreement milestones. Several follow-up and support visits were made to the three coops for which AGP-LMD is procuring three turnkey dairy processing plants. The three grantee dairy cooperatives' unions' (Jantekel, Gojjam, and Bokera) tender evaluations are finalized and three bidders have been shortlisted for further action.

#### **1.2.6.2.2. Provide business operations training to improve the marketing, purchasing, sales, financial management, accounting/bookkeeping, etc., to grantee management/leaders and staff and newly recruited IP staff on business issues related to milk collection, milk quality, bulking, transportation, delivery, processing, and distribution.**

The training was intended to be given centrally in Oromia region (Ada or Selale) for grantee coops (dairy coops/unions working in milk processing industry) found in Amhara, Tigray, and Oromia. However, due to security issues, it was not possible to move forward with the training in Oromia or Amhara. Since preparation is already complete, the training will be rescheduled in the coming months as the security situation improves.

#### **1.2.6.2.3. Provide training on animal health and livestock management to model farmers from grantee cooperatives and newly recruited IP staff in the area of production, productivity, and milk quality.**

Training was provided to Bokera union (one of the AGP-LMD Tigray grantees). Three primary dairy coops from this union participated, represented by 23 lead dairy farmers (seven of them female). Planning and preparations were completed to conduct similar training in Amhara for Gojjam union model dairy farmers. However, these trainings were postponed due to security issues in the region.

### IRI: Strategy 7: Gender equity and women empowerment

#### **1.2.7.1. Women entrepreneurship and leadership development**

##### **1.2.7.1.1 Review, revise and reproduce AGP-LMD women entrepreneurship and Leadership development training manuals**

In this quarter, AGP-LMD performed a needs assessment for selected women entrepreneurs in their four working regions. Out of 106 assessed women entrepreneurs in the four regions, the majority, around 71 percent, run a dairy business, while 20 percent are engaged in fattening, 5 percent in veterinary services, and the remaining 4 percent in other types of livestock activity. In terms of need for technical training, 34 women would like to receive feedlot training, 69 wish to be trained in subjects related to dairy, 96 would

like to get training in nutrition, and 89 respondents want to take part in information and communications technology (ICT) training.

Moreover, all of the respondents indicated their wish to receive training in basic business, leadership, and management skills. Over 83 percent of assessed women have never had any training in technical, business, or leadership subjects.

Therefore, training will focus on the specific subject areas indicated above in order to address their needs and equip them with the knowledge, skills, and attitude that will uplift them to become successful entrepreneurs in the livestock sector. This is also in line with the efforts made to fulfill AGP-LMD goals.

Based on the results of the needs assessment, the training manual for women entrepreneurship and leadership was reviewed, developed, and translated into three local languages.

#### **1.2.7.1.2. Following training needs assessments, conduct technical, business, and leadership training for selected individual women entrepreneurs and Micro-Small and Medium Enterprises**

AGP-LMD conducted women entrepreneurship and leadership training for the third round of women selected from AGP targeted woredas in the SNNPR and Tigray regions. This 5-day training is the first module of training for the AGP-LMD-selected women. These women will be trained for a total of 15 days. The training focused on business and management skills.

The five-day training was conducted by a WISE training team and was participatory and based on the methodologies of adult education. On top of the training, a field visit in Hawassa at Buze farm was conducted at the request of the participants.

#### **1.2.7.1.4. Provide business coaching for trained women entrepreneurs**

During the quarter, women entrepreneurs were coached by the trained coaching experts in the respective woredas of AGP-LMD.

#### **1.2.7.2. Dissemination of women appropriate technologies to save time and labor**

##### **1.2.7.2.3. Organize women appropriate technology input supply workshop in all four regions**

In the reporting quarter, a women appropriate technology dissemination B2B meeting was organized at Hawassa to introduce participants to technologies that offer unique benefits to women. Participants included 61 women entrepreneurs selected from 14 AGP-LMD woredas. Nine input suppliers participated. The input suppliers were Alema Farms, Agro-Vet, Neway PLC, Selam Children Village, Markos PLC, Electromecce, WISE Team, Woubel International Trading PLC and Belaje Technology. All input suppliers made presentations on their technology and demonstrated the use of their technology to improve dairy productivity, produce quality milk, and fatten livestock. Other technologies included poultry hatchers and other chicken processing machines which reduce labor and save energy and time. Detailed discussions followed the presentations.





*Women Appropriate Technology: Butter Churner*



*Display of women appropriate technology*

The women purchased items and expressed their interest in establishing business relationships with the input suppliers. They later were divided into five groups and asked to evaluate the workshop. Participants indicated that they had obtained information about improved animal feed, feed chopper, use of vitamins, improved animal care techniques, the importance of EM technology, and a general knowledge of where to obtain inputs for their businesses. They expressed appreciation for the opportunity to meet numerous suppliers in one place.

The workshop was also conducted in Adama, for 50 women entrepreneurs trained by AGP-LMD who came from 12 woredas. The workshop included presentations on dairy production and quality conducted by 12 suppliers, including: Alema Farm, Agro-Vet, ALPPIS, Neway PLC, Selam Children Village, EM Technology, Markos PLC, Electromecce, WISE Team, Woubel International trading PLC, TA Technical Engineering and Belaje technology. The workshop also included Power Point technology presentations

#### **1.2.7.3.1. Review, revise and produce gender mainstreaming training materials**

Gender mainstreaming training material was reviewed and submitted to the communication for publication. After all branding and compliance issues are completed, this manual will be printed and mass distributed to end users through appropriate institutions.

#### **1.2.7.3.4. Assure gender integration training is included in ongoing trainings, field days, and provision of extension service to livestock producers and actors**

ToT on gender integration was given to woreda livestock experts in all regions by senior gender equity advisors. The trained experts have been given the training during technical training at their respective woreda. However, since it is a continuing process, AGP-LMD regional coordinators should assure that the training was given consistently during technical trainings in every region.

#### **1.2.7.4. Work toward gender equity in cooperatives to bring gender equity in leadership of targeted cooperatives.**

Cooperative gender equity workshops were conducted in the four regions in the quarter. Workshop feedback was prepared to be presented to federal cooperative agency experts. The activity has been postponed at the request of the federal cooperative agency.

#### **1.2.7.6. 2017 International Women's Day event and participation in different gender meetings at federal level**

AGP-LMD hosted and facilitated the USAID Gender Champion Network meeting. At the meeting, participants from different organizations gave presentations on the, Private Public Partnership modality. The gender advisor also represented AGP-LMD at different workshops on gender analysis preparation and strategy development for the agricultural sector.



#### **1.2.8.1.2. Value chain (VC) quarterly technical meeting with Graduate Resilience to Achieve Sustainable Development (GRAD)**

During the quarterly meeting with GRAD, activities to be undertaken between the two projects were discussed. Agreement was reached to work on multi-stakeholder platforms (MSPs) and B2Bs in the four regions on consecutive days rather than inviting the participants twice. It was also agreed that these activities will be the last ones because GRAD was expected to phase out at the end of September. Based on the agreement, the following activities were performed (1.2.8.1.4 and 1.2.8.2.2)

##### **1.2.8.1.4 Multi-stakeholder Platform (MSP)**

The platform was organized by AGP-LMD Pro-Poor Value Chain Development team and GRAD in the four regions. This workshop was different than the previous ones since the main agenda was on the sustainability of MSPs because GRAD phases out at the end of September.

The objectives of the workshops were:

- To discuss on the progress of the activities undertaken by GRAD and AGP-LMD
- Collection center management guide debriefing
- Cooperative business plan prepared with the assistance of GRAD
- Sustainability of the MSPs

Presentations were made by GRAD and AGP-LMD about their respective projects. Consultants who studied the collection center management and cooperative business plan also presented. The consultancy work was covered by GRAD. The sustainability of the MSP was discussed and a memorandum of understanding was signed with the woreda office experts who will take responsibility for preparation and implementation of MSP activities after GRAD and AGP-LMD phase out.

##### **1.2.8.2.2 B2B workshop**

In Amhara, Oromia, SNNPR, and Tigray regions, B2B workshops were organized in collaboration with GRAD. The main objective of the B2B workshops was to discuss the requirements of abattoirs and slaughterhouses to buy animals from the food-insecure woreda farmers, and to ensure farmers are able to supply the required animals at regular periods.

At the workshops, 200 GRAD beneficiaries participated from the four<sup>4</sup> regions. In addition, local slaughterhouses, export abattoirs and individual traders participated. Women's participation was below expectation, primarily because of the lack of women in leadership positions in cooperative and government offices. The MLA value chain is a male-dominated sector. GRAD did not select a sufficient number of women for the workshop. The issue of women's participation was discussed during the workshop, and GRAD promised to look for alternative ways to include them in the upcoming workshops.

The meeting raised a critical issue: Animal prices are increasing, restricting the ability of some abattoirs to buy livestock. The reasons for the price increase were:

- Adaptation to the new market proclamation
- Livestock market price fluctuation
- Traditional method of fattening

- Quality shoat selection problems by the producers, and the resulting low quality of animals in the market
- Shortage of veterinary equipment
- Absence of a sustainable market

Deals were signed between participating buyers and sellers in Amhara, SNNPR and Oromia. The outcome of the deal was collected by GRAD and 1,720 households (in the 4 regions) were linked to the market. Out of this, 43 percent were women households.

## COMPONENT 3: SPUR INVESTMENT AND INNOVATION

### IRI: Strategy 9: Use innovation grant funds to strengthen the value chain businesses

#### **1.3.9.1 Business development service support**

AGP-LMD conducted two rounds of training of trainer sessions with 15 participants taking part in each session over the last quarter. The trainings were meant to develop a specialized cadre of BDS providers capable of providing high-quality, sector-specific technical and advisor services to dairy businesses in Oromia and SNNPR of Ethiopia.

As part of the training program, trainees were coached and assigned to provide BDS support to 15 of our cooperatives and individual grantees. This contributed toward meeting planned BDS support to grantees for the first quarter of this year.

Graduates of these training programs will support local livestock and dairy entrepreneurs through training, counseling, and contract services, improving their business planning and management skills and thereby providing them with a higher likelihood of receiving funding and overseeing successful enterprises. As planned under this sub-component, BDS support to micro and small enterprises (MSEs) will be delivered through IP/regional level staff. However, this activity is not yet implemented, because a newly hired staff has to be oriented and equipped with the tools and mechanisms to successfully provide the support to MSEs. As a result of ongoing efforts to orient and deploy the regional staff, SNNPR and Amhara have finalized identification of MSEs and their BDS needs, and are ready to continue with the next phase of supporting the businesses.

#### **1.3.9.2 Support equity investment in livestock businesses**

As a culmination of a yearlong effort to attract equity investment for Abergelle slaughter house from Exim Global Partners (a US-based investment group); Abergelle and Exim have finalized a deal worth US\$3.6 million to expand the slaughtering and exporting activities of the abattoir, and enable it to fully utilize existing capacity.

AGP-LMD identified a Dutch-based investment company (Veris Investments) interested in dairy investments, and linked it with a newly established dairy farm and processing company for a joint venture. Similarly, three livestock-fattening and meat-processing companies were linked with Schulze Global Investments (SGI), a global investment fund. In both of the above cases, investees were assisted in providing required information to investors. Based on the information provided and discussions with AGP-LMD staff and investees, Veris has decided to further investigate the dairy company, while SGI has chosen to proceed with due diligence on one medium-scale slaughterhouse and meat export business.

#### **1.3.9.3 Assist VC businesses to access credit - Medium and large businesses**

##### ***Identify and evaluate businesses interested in credit or debt financing:***

AGP-LMD identified a total of 19 (five women-owned) medium and large enterprises (30 or more employees) that are interested in accessing loans from banks. Twelve of the businesses are located in Amhara, five in Oromia, and two in Addis Ababa. The businesses are seeking funds for working capital, construction, and machinery. All of the businesses were evaluated against their potential to qualify for loans with banks, and about 13 of the businesses were found fit to be passed on to the next stages.

##### ***Prepare businesses for credit (due diligence, business plans, etc.):***

AGP-LMD has completed technical and financial due diligence on eight livestock businesses through a review of their business plans and on-site visits. Due to the security situation in Amhara and Oromia for most of this quarter, the team was not able to conduct on-site visits and complete preliminary due diligence on some of the businesses identified from the regions.

Weaknesses commonly resolved through AGP-LMD assistance in preparing businesses for the loan include: lack of focus and consistency in project planning, setting unrealistic and overly ambitious goals, over-estimating working capital requirements and financing need, among others. Exhaustive and detailed comments and hands-on revision work was provided to the following businesses;

1. Marta Kassa, Dairy Processing, A.A.
2. Chuchu Milk farming and Processing, A.A.
3. Wudenesh Bekele (Dairy), Holeta, Oromia
4. Abaynesh Gizaw Dairy Processing, Fitcha, Oromia
5. Abyssinia Slaughtering Service House PLC, Debrezeit, Oromia
6. T-5 Animal Feed Processing PLC, Arsi Negelle, Oromia
7. Enyiew Getahun Feedlot, Merawi, Amhara
8. Amanuel H/Selassie Feedlot, Bahir Dar, Amhara

***Referral to banks and micro-finance institutions (MFIs) with/without credit guarantees:***

AGP-LMD supported and referred Abyssinia Slaughter House to Oromia International Bank (OIB) for a ETB20 million working capital loan. T-5 Animal Feed Company was referred to Cooperative Bank of Oromia for about ETB2 million.

Due to delayed processing of their loan applications at banks that were initially approached, a loan application by Bereket G/Medhin Fattening PLC (Tigray) for a loan of approximately ETB2.6 million was transferred to OIB, and loan application by FHB Agro Industry Feed Processing PLC (SNNPR) for ETB3.6 million was transferred to the Cooperative Bank of Oromia.

Dembali dairy farm & processing company (owned by Dr. Alemtsehay), a grantee of the AGP-LMD project, secured a loan of ETB6.2 million during this quarter. All of the applications are in the pipeline, and the approved loan will be supported with the USAID/DCA loan guarantee facility.

**1.3.9.3 Assist VC businesses to access credit - Micro and Small Enterprises**

Identification of micro and small enterprises (MSEs) for credit was planned to be carried out at the regional/IP level. During the quarter, newly hired regional staff were oriented and equipped with tools and knowledge to carry out identification of MSEs and evaluation of their financing needs. As a result, Amhara and SNNPR teams successfully completed the aforementioned work, linking 20 enterprises with credit opportunities.

Follow-up on activities related to preparing the MSEs and linking them with required finance are expected to begin in the next quarter. The aforementioned preparatory steps and the recent unrest in Oromia and Amhara regions contributed to the delay in the start-up of these activities.

**Innovation Grants Update First Quarter (July-September) 2016**

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
Dairy (29)	Almi Dairy Processing	<ul style="list-style-type: none"> <li>5 Chillers: ready to be shipped and the preshipping inspection in Shanghai, China was completed. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>Lactoscan vendor selected.</li> <li>The grants agreement was amended and the grants period is extended to February 28, 2017.</li> </ul>
	Project Mercy	<ul style="list-style-type: none"> <li>Final items to be procured are lime and forage seeds. Quotations for the procurement are collected.</li> <li>Forage seed and lime procurement await the waiver approval from USAID.</li> <li>Grants agreement ends on January 31, 2017.</li> </ul>
	Anno Agro Industry PLC	<ul style="list-style-type: none"> <li>The baler procurement is approved and purchase order will be signed in October. Vendors extended the delivery period from two to five months.</li> <li>Motorbike: purchase order signed and 30 percent upfront payment made.</li> <li>1 Chiller: ready to be shipped, and preshipping inspection in Shanghai, China, was completed. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>One (1) truck is ready to be delivered by the supplier. AGP-LMD received the duty-free letter from the MoFA. Vendor details required by the customs office are missing from the letter. AGP-LMD requested USAID to facilitate a revised letter.</li> <li>Water pump and the generator procured and Anno continues working on the water hole work.</li> <li>The remaining items have been procured and delivered to Anno.</li> <li>The grants agreement was amended and the grants period is extended to February 28, 2017.</li> </ul>
	Elemtu Integrated Milk Industry Share Company	<ul style="list-style-type: none"> <li>The dairy processing equipment was sole-sourced from the vendor who initially supplied the Elemtu's factory with dairy processing equipment.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>An environmental compliance follow-up was done in August 2016, and satisfactory progress was made by Elemtu. This allowed AGP-LMD to move ahead with the procurement process.</li> <li>The grants agreement was amended, and the grants period is extended to February 28, 2017.</li> </ul>
	Evergreen Integrated Milk Production and Processing	<ul style="list-style-type: none"> <li>Four chillers are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>One truck is ready to be delivered by the supplier. AGP-LMD received the duty free letter from the MoFA. Vendor details required by the customs office are missing from the letter. AGP-LMD requested USAID to facilitate a revised letter.</li> <li>All other equipment has been procured and delivered to the grantee.</li> <li>The Evergreen processing plant has started processing milk, and AGP-LMD received the first pouches of pasteurized fresh milk from Bahir Dar as a sample.</li> <li>The grants agreement was amended, and the grants period is extended to February 28, 2017.</li> </ul>
	Gobe Improved Heifer Multiplication and Integrated Agro Business Company	<ul style="list-style-type: none"> <li>AGP-LMD hired a specialized consulting firm to evaluate the repairs needed for the feed machine.</li> <li>The assessment found that the renovation cost would be approximately US\$90,000.</li> <li>Due to the cost, the grantee and AGP-LMD are considering buying a new machine instead. The process of identifying potential vendors has started. Estimated costs of a new machine are around US\$65,000. AGP-LMD's grants budget has US\$41,000 available.</li> <li>One chiller is ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>A truck, milking machine, and milk cans have been procured and handed over to the grantee.</li> <li>Grants agreement ends on December 31, 2016.</li> </ul>
	Life Agro Industry	<ul style="list-style-type: none"> <li>An environmental compliance follow-up was done in August 2016, and the earlier identified issue was solved by Life Agro, thus allowing AGP-LMD to move ahead with the procurement process.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>Three chillers and one homogenizer are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>One cheese vat is a locally produced piece of equipment and is ready for purchase. Inspection of the cheese vat is planned by Oct. 15, 2016. AGP-LMD paid 40 percent of the total payment, and the remaining payment will be made based upon the outcome of the inspection.</li> <li>Grants agreement ends on December 31, 2016.</li> </ul>
	Yakla Milk and Milk Products Trade Private Enterprise (Yakla)	<ul style="list-style-type: none"> <li>Three chillers are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>Two trucks: the selection process for the trucks' vendors is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>Procurement is in process.</li> <li>Grants agreement ends December 31, 2016.</li> </ul>
	Martha Kassa Milk and Milk Products Shop	<ul style="list-style-type: none"> <li>The Ghee processing line: procurement process was finalized. The supplier shipped the equipment and it arrived in Djibouti. A 30 percent upfront payment was made.</li> <li>Shipping documents had the wrong name on the documents according to the customs office. The vendor amended the documents and re-sent. AGP-LMD awaits a revised bill of lading from the vendor.</li> <li>Marth Kassa received 50% of the packaging materials (6,500 jars). In consultation with the grantee, it was decided that the remaining budget for packaging material will be used to finance the freight forwarding of the processing line to Addis.</li> <li>An environmental follow-up assessment was done, and no special issues were raised.</li> <li>The grants agreement was amended, and the grants period will be extended to February 28, 2017.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
	Kal-Mer Dairy & Milk Processing Enterprise (KM-DMPE)	<ul style="list-style-type: none"> <li>The procurement with the regional government is not progressing. AGP-LMD will discuss with Kelmar alternative ways of ensuring their contribution.</li> <li>One chiller, pasteurizer, packing machine, and boiler are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>The selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>Equipment is more expensive than budgeted. AGP-LMD this month will discuss with Kelmar how to finance these additional costs.</li> <li>Grants agreement ends January 31, 2017.</li> </ul>
	Emebet and Her Children Milk & Milk Products PLC	<ul style="list-style-type: none"> <li>An environmental compliance issue coming out of the AGP-LMD assessment has been solved.</li> <li>One chiller, packing machine, milk pump, and yogurt incubator are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>A milk pump was not in the original grants agreement, but will be procured after consultation with the grantee.</li> <li>The grants agreement needs to be amended and the grants period will be extended to February 28, 2017.</li> </ul>
	Harme	<ul style="list-style-type: none"> <li>AGP-LMD supplied the majority of the equipment to the grantee.</li> <li>On the request of the grantee, some equipment initially budgeted for was replaced by other equipment such as shakers, vacuum pump, pH meter, etc. These new pieces of equipment did not require USAID approval.</li> <li>A vendor for these new items has already been selected.</li> <li>The grants agreement is amended accordingly, and the grants period will be extended to February 28, 2017.</li> </ul>
	Ada'a Dairy Cooperative	<ul style="list-style-type: none"> <li>The environmental assessment revealed a few issues that need Ada'a Dairy Cooperative's leadership and AGP-LMD attention.</li> </ul>



Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>Refrigerated retail displays, electrical inverter, and refrigeration room evaporator/condenser are procured and handed over to the grantee.</li> <li>The selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>The pasteurizing unit procurement process is under review.</li> <li>The milk-pouch packing machine purchase order is signed and is expected to be delivered in four months.</li> <li>The grants agreement ends December 31, 2016.</li> </ul>
	Abeynesh Gizaw	<ul style="list-style-type: none"> <li>Generator, milk cans, cream separator, freezer, and butter churner are procured and handed over to the grantee.</li> <li>Insulated truck: the selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>One chiller: the vendor selection process was finalized and the purchase order is prepared and ready to be signed.</li> <li>The grants agreement needs to be amended, and the grants period will be extended to March 31, 2017.</li> </ul>
	Serk Addis Dairy	<ul style="list-style-type: none"> <li>Milk cans, cream separator, refrigerators, lacto scan, and generator are procured and handed over to the grantee.</li> <li>One chiller, pasteurizer, cheese vat, and yogurt incubator are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>Due to the unstable situation in Gondar, the grantee is not performing well.</li> <li>EMMP progress report was prepared and submitted to AGP-LMD.</li> <li>The grants agreement ends October 2016. An amendment will be prepared to extend the grant agreement through March 31, 2017.</li> </ul>
	Azu Dairy Farm	<ul style="list-style-type: none"> <li>Almost all equipment is procured and handed over to the grantee.</li> <li>One chilling tank is ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee on how the additional procurement can be financed.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>One cheese vat purchase order has been signed.</li> <li>The grants agreement ends January 31, 2017.</li> </ul>
	Tigray Multipurpose Marketing Federation	<ul style="list-style-type: none"> <li>Generator and milk cans procured and handed over to the grantee.</li> <li>One chiller and one yogurt filling machine is ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>Truck: the selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the truck duty-free.</li> <li>The grantee completed preparation to have an external auditor for the evaluation of milestone accomplishment.</li> <li>AGP-LMD has not yet received the evidence on the grantee's cost share. AGP-LMD communicated this to the grantee, and AGP-LMD will receive the evidence by the middle of October 2016.</li> <li>Heat exchanger: procurement process is under review.</li> <li>The grants agreement ends November 30, 2016.</li> </ul>
	Yetnora Dairy Farmers Cooperative Union (FCU) in Gojam	<ul style="list-style-type: none"> <li>The grantee ceased the construction work and terminated the construction contract in August 2016 due to poor and delayed performance. As a solution, the union called on the second contract bid-winner and signed an agreement/memorandum of understanding on Sept. 22, 2016. In the MOU, it was agreed that the new contractor would start on Sept. 26, 2016, and will complete and hand over the building to the grantee by Dec. 22, 2016.</li> <li>The MOU for the procurement of the turn-key equipment will be agreed upon and signed by AGP-LMD and the grantee in October 2016.</li> <li>Generator is procured and handed over to the grantee.</li> <li>The procurement process for the three turn-key projects is ongoing. Vendor selection will be finalized by the middle of October 2016.</li> <li>The grants agreement ends October 2016. Amendment will be prepared to extend the grant agreement to February 28, 2017.</li> </ul>
	Bokra Farmers' Cooperative Union	<ul style="list-style-type: none"> <li>The MOU for the procurement of the turn-key equipment will be agreed upon and signed by AGP-LMD and the grantee in October 2016.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>• Generator is procured and handed over to the grantee.</li> <li>• The procurement process for the three turn-key projects is ongoing. Vendor selection will be finalized by the middle of October 2016.</li> <li>• The grants agreement ends October 2016. Amendment will be prepared to extend the grant agreement to February 28, 2017.</li> </ul>
	Biftu Berga Dairy Cooperative	<ul style="list-style-type: none"> <li>• Third-party valuation of fixed assets completed.</li> <li>• Chiller installation sites were visited and final sites were chosen.</li> <li>• Forty milk cans and generators were procured and handed over to the grantee.</li> <li>• Two chillers are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>• Insulated truck: the selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>• The grant agreement ends December 31, 2016.</li> </ul>
	BahirDar Dairy Cooperative	<ul style="list-style-type: none"> <li>• Display refrigerators, milk cans, and generator were procured and handed over to the grantee.</li> <li>• Two chillers are ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>• Truck: the selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>• Environmental mitigation and monitoring report prepared and sent to AGP-LMD and is being reviewed.</li> <li>• The grant agreement ends December 31, 2016.</li> </ul>
	Selale Dairy Cooperative Union	<ul style="list-style-type: none"> <li>• Seventeen display refrigerators were purchased and handed over to the grantee.</li> <li>• Visit of the grantee with AGP-LMD environmental advisor was completed and some corrective measures are needed. The</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<p>grantee is looking for financing to mitigate the issues. AGP-LMD is in contact with the grantee to support their next steps.</p> <ul style="list-style-type: none"> <li>• Five of the seven kiosks planned are installed, and the grantee is working to install the remaining two kiosks soon.</li> <li>• One chiller is ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>• The grant agreement ends December 31, 2016.</li> </ul>
	Dambali Dairy Farm (Dr. Alemtsehay)	<ul style="list-style-type: none"> <li>• The grantee received AGP-LMD support to secure a bank loan of ETB6.2 million from the Cooperative Bank of Oromiya (CBO).</li> <li>• Construction of the building has started.</li> <li>• Processing line: vendor selection is completed, and a purchase order ready to be sent.</li> <li>• Processing line was more expensive than initially budgeted and AGP-LMD proposed to amend the grants agreement accordingly.</li> <li>• International technical assistance is planned for October 2016.</li> <li>• The grant agreement ends February 28, 2017.</li> </ul>
	Jantekel Dairy Development Marketing Cooperative Union Limited	<ul style="list-style-type: none"> <li>• Construction activity is underway and the contractor has completed the plastering work and is working on the ceiling. According to the contractor, 80 percent of the construction work is complete.</li> <li>• The MOU for the procurement of the turn-key equipment will be agreed upon and signed by AGP-LMD and the grantee in October 2016.</li> <li>• Generator is procured and handed over to the grantee.</li> <li>• The procurement process for the three turn-key projects is ongoing. Vendor selection will be finalized by the middle of October 2016.</li> <li>• The grants agreement ends October 2016. Amendment will be prepared to extend the grant agreement to February 28, 2017.</li> </ul>
	Zewdie Cattle Breeding and Forage Production	<ul style="list-style-type: none"> <li>• Milk cans, diesel water pump and pipes, graduated milk beaker, drenching gun, sexed semen, and knapsack sprayer were purchased and handed over to the grantee.</li> <li>• The sexed semen is with ALPPIS and the grantee is communicating with the regional livestock agency on obtaining liquid nitrogen containers to transport the semen.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
		<ul style="list-style-type: none"> <li>A cost extension was approved to accommodate higher line item costs for one baler and one chopper. Baler and chopper procurement orders are prepared. Delivery time is five months.</li> <li>The grants agreement requires a modification to accommodate the cost extension. The grant modification will also extend the grant end date to February 28, 2017.</li> </ul>
	Angolola Primary Dairy Cooperative	<ul style="list-style-type: none"> <li>Milk cans and one generator are procured and handed over to the grantee.</li> <li>The contractors have completed construction of the chilling room and generator room.</li> <li>The grantee has announced a bid for installation of the borehole water pump and pipes. The bids are under revision by the zonal and woreda water bureaus, but due to the current political situation in the zone, both offices were busy attending meetings. Once the revision of the bill of quantity is done, the procurement of the equipment and installation work will commence soon after.</li> <li>One chiller is ready to be shipped, and a pre-shipping inspection of the equipment was completed in Shanghai, China. The inspector advised AGP-LMD to include a cleaning pump in the chillers procurement. The pump is part of the system but was not included in the purchase agreement. AGP-LMD will discuss with the grantee how the additional procurement can be financed.</li> <li>Truck: the selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the truck duty-free.</li> <li>Environmental mitigation and monitoring progress report is prepared and under review.</li> </ul>
	Rut and Hirut Milk Cow Breeding, Dairy Production and Processing Plc	<ul style="list-style-type: none"> <li>Processing line: vendor selection is completed, and the purchase order is ready to be sent.</li> <li>Processing line was more expensive than initially budgeted and AGP-LMD proposed to amend the grants agreement accordingly.</li> <li>International technical assistance is planned for October 2016.</li> <li>The grants agreement ends February 28, 2017.</li> </ul>
	Hirut Dairy Products Distributor (HDPD)	<ul style="list-style-type: none"> <li>Ten display refrigerators and stabilizers were procured and handed over to the grantee.</li> <li>Hirut dairy is establishing new milk shops in different parts of Addis Ababa sub-cities to display refrigerators.</li> <li>The selection process of the truck vendor is finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>The grants agreement ends January 31, 2017.</li> </ul>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
	Tsige Milk Production and Processing	<ul style="list-style-type: none"> <li>• Milk cans, butter churner, water tank, refrigerators, and generator have been procured and handed over to the grantee.</li> <li>• Yogurt cup-sealer has been procured and is waiting for Tsige inspection. Payment completed.</li> <li>• A cost extension was approved to accommodate higher item costs for other processing equipment.</li> <li>• The grants agreement requires modification to accommodate the cost extension. The grants agreement ends December 31, 2016.</li> </ul>
<b>Financial (1)</b>	Kifiya Financial Technology PLC	<ul style="list-style-type: none"> <li>• Completed except for Kifiya M&amp;E and final payment.</li> <li>• The grants agreement ended May 2016, and an amendment is under review to extend the grant agreement through February 2017.</li> </ul>
<b>Input Suppliers (4)</b>	Addis Livestock Production and Productivity Improvement Service (ALPPIS)	<ul style="list-style-type: none"> <li>• Completed and final payment made.</li> <li>• The grants agreement ends December 2016</li> </ul>
	Bizunesh Animal Husbandry	<ul style="list-style-type: none"> <li>• Generator has been procured and handed over to the grantee.</li> <li>• Silage chopper, sealing machine and the feed mixer/miller: purchase order signed and equipment will be delivered in one month.</li> <li>• Tractor: due to budgeting error, a grant modification was prepared and approved. Vendor selected and purchase order signed.</li> <li>• The grants agreement ends March 31, 2017</li> </ul>
	Ethio-Feed PLC (Feed Expansion project)	<ul style="list-style-type: none"> <li>• AGP-LMD procured everything except for the brochures. The brochures have been printed for one of the locations, Mohoni, and the printing is still in process for two locations, Anno and Wonji.</li> <li>• As per the milestone, the grantee should have conducted monitoring and evaluation, but due to security concerns this activity has been postponed.</li> <li>• The grants agreement ends March 31, 2017.</li> </ul>
	GUTS Agro Industry Plc	<ul style="list-style-type: none"> <li>• Animal feed processing machine was procured and handed over to the grantee.</li> <li>• Floor excavation and concrete work for machine placement is reportedly completed.</li> <li>• Animal feed raw materials for processing are procured.</li> <li>• An amendment is needed to extend the grant agreement to end in February 28, 2017.</li> </ul>

<b>MLA (8)</b>	Yakalaget Export/Import PLC Mobile Abattoir Establishment	<ul style="list-style-type: none"> <li>• AGP-LMD has tried to procure the mobile abattoir three times. but with no success. AGP-LMD has suggested that the grantee adapt the design of the mobile abattoir, and AGP-LMD has submitted design outlines to a vendor in UAE. Price quote has been received and is currently under review.</li> <li>• The grants agreement ends September 2016. An amendment is being prepared to extend the agreement to February 28, 2017.</li> </ul>
	Dr. Amsalu Mobile Butcher (DOT Net)	<ul style="list-style-type: none"> <li>• Procurement of mobile butcher shop is completed and the truck is handed over to the grantee.</li> <li>• DOT Net has started using the mobile butcher shop, and is supplying meat to DebreZeit, Dukem, and Mojo.</li> <li>• AGP-LMD awaits the final evaluation.</li> <li>• The grants agreement ended August 2016. An amendment is being prepared to extend the agreement to February 28, 2017.</li> </ul>
	S&S Farms PLC	<ul style="list-style-type: none"> <li>• S &amp; S is working on the final stages of the construction of the domestic abattoir. The deadline is set for the end of October 2016.</li> <li>• Meat processing equipment has been procured and handed over to the grantee.</li> <li>• Truck: the selection process of the truck vendor has been finalized. AGP-LMD awaits the duty-free privilege letter from the grantee to support USAID's facilitation of importing the trucks duty-free.</li> <li>• The grants agreement ends October 2016. An amendment is being prepared to extend the agreement to February 28, 2017.</li> </ul>
	Guguftu Sheep Breeding Center PLC	<ul style="list-style-type: none"> <li>• Generator has been procured and handed over to the grantee.</li> <li>• Most of the other items are not locally available, which delayed the procurement process.</li> <li>• One purchase order for three items—a feed processing machine, a chopper, and a grinder—has been signed.</li> <li>• No offers were received for the livestock scale and wool shearer.</li> <li>• Truck: procurement is currently underway.</li> <li>• The grants agreement ends December 31, 2016.</li> </ul>
	Siket Cattle Fattening Women Cooperative	<ul style="list-style-type: none"> <li>• Mineral blocks, feed, ear tags, ear tag applicators, and most other items have been procured and handed over to the grantee.</li> <li>• Weighing scales, feed trough, watering trough, feed chopper, and mixer: purchase order has been signed.</li> <li>• The grants agreement ends February 28, 2017.</li> </ul>
	Egna Legna Fattening and Dairy Cattle Enterprise	<ul style="list-style-type: none"> <li>• Construction of feed processing plant is progressing well, and they will finalize it after they have received the design framework from the feed mill vendor.</li> <li>• Truck is ready to be delivered by the supplier. AGP-LMD received the duty- free letter from the MoFA. Vendor details required by the customs office are missing from the letter. AGP-LMD requested that USAID facilitate a revised letter.</li> <li>• Diesel-driven pump and water reservoir were procured and handed over to the grantee.</li> </ul>

		<ul style="list-style-type: none"> <li>• Mill and mixer: purchase order signed.</li> <li>• The grantee has secured a loan from OMO Micro Finance Institute to ensure their cost share</li> <li>• The grantee complied with the environmental mitigation plan after they constructed a waste disposal pit.</li> <li>• The grants agreement ends January 31, 2017.</li> </ul>
	Aberash Workneh Dairy beef	<ul style="list-style-type: none"> <li>• Meat mincer, meat slicer, chopper, bone saw, feed, and suspending hooks were procured and handed over to the grantee.</li> <li>• A weighing bridge was procured and manufactured, and AGP-LMD is waiting for the inspection to be completed by Aberash.</li> <li>• The meat shop construction is progressing.</li> <li>• The grants agreement ends April 30, 2017.</li> </ul>
	Abergelle International livestock Development PLC	<ul style="list-style-type: none"> <li>• HACCP and ISO 22000-2005 certification consultant was recruited and has started working at the abattoir.</li> <li>• Washers and dryers: the quantity of both machines was amended because the original budget accounted for household washers and dryers. The budget was realigned and the household machines were replaced by industrial washers and dryers.</li> <li>• Vendors for all other items have been identified.</li> <li>• The grants agreement ends December 31, 2016.</li> <li>• AGP-LMD is waiting for cost share evidence from Abergelle.</li> </ul>



## IR2: IMPROVED ENABLING ENVIRONMENT FOR LIVESTOCK VALUE CHAINS

### COMPONENT 4: IMPROVE THE ENABLING ENVIRONMENT OF LIVESTOCK VALUE CHAINS

The support AGP-LMD provided to the National Artificial Insemination Centre (NAIC) to help it strengthen its capacity to enhance and sustain liquid nitrogen production and dissemination within the country was a highlight of the reporting period.

Additionally, the quarter saw the completion of a study to develop blueprints and design standards for domestic slaughterhouses, and its endorsement by the Public Health Directorate of the Ministry of Livestock and Fisheries. Prior to this, two meetings were held in the quarter to enable all relevant stakeholders to comment on and enrich the draft standard and blueprints. The standard involves defining structural, operational, equipment, and human resource requirements of different categories of abattoirs. As a result of the study, four categories of abattoirs have been identified based on design and location—small, medium, big-town, and city abattoirs. The next step will be to organize workshops in the four regions to popularize the standards and ensure their adoption.

Database development for the Ethiopian-Livestock Identification and Traceability System (ET-LITS) was completed during the quarter. The database provider developed test scripts for each function during internal automated tests used in the course of the internal quality checks by the service provider. In addition to the internal tests, the relevant functionality was released for testing by the ET-LITS working group through conducting test scenarios and checking the online functionality matrix. A comprehensive test was conducted by the ET-LITS team in order to approve the software provided by the service provider and a summary of the test activities was presented to the Working Group members. The Working Group approved that the parameterization of the software and confirmed that it is fully executed according to the agreed TPC between the service provider (Dr. Karb) and the Working Group.

## IR2: Strategy 1: Facilitate and empower stakeholders for policy reform and advocacy

### **2.4.1.1 Organize multi-stakeholder platform (MSP) at federal and regional Level**

A regional MSP was organized in SNNPR, Hawassa, on July 23, 2016, with the participation of 76 members (eight women) from government, the private sector and NGOs working in the livestock sector. During the MSP meeting, all management members of Bureau of Livestock and Fisheries (BoLF), including the bureau head, attended and led the discussion. Topics of several presentations included: AGP-LMD's progress update, challenges in milk/feed quality and how it can be controlled, and the veterinary drug revolving fund guideline developed by BoLF. Another presentation reviewed the experience of the Oromia region in establishing a regulatory unit within the livestock bureau to regulate and control the safety and quality of livestock inputs and products. After the presentations, participants divided into two groups and discussed two major issues with regard to the livestock sector—the need for establishing a regulatory team, and an exchange of ideas on the proposed veterinary drug revolving fund administration guideline. Almi dairy processing manager briefed participants about the challenge his company is facing in the marketing of milk and milk products.

### **2.4.1.2 Facilitate value chain level working groups meetings**

AGP-LMD facilitated a regional livestock working group meeting on Sept. 23, 2016, in SNNPR. A total of 20 members (two women) drawn from key regional government bureaus, the private sector and NGOs working in the livestock sector attended the meeting. The participants were from BoLF, the regional

Bureau of Trade and Industry, Regional AGP Coordination Office, Regional Cooperative Agency, South Agricultural Research Institute, Regional Women and Children Affairs Bureau, Hawassa University-Animal and Range Science Department, Regional Urban Land Development and Administration Agency, the FEED II Project, and Almi dairy processing enterprise.

Major outcomes following debates and exchange of ideas included:

1. **Brewery byproduct feed distribution to farmers:** A representative from Bureau of Trade and Industry briefed the participants on their effort to solve the problem of brewery byproduct feed distribution to farmers around Hawassa, which was considered by many as unfair. In order to spread the distribution fairly to other areas and address the grievances, the representative of the bureau told the participants that he has agreed with the distributor to make necessary corrections on problems seen so far in brewery byproduct distribution. The participants also agreed to meet regularly to ensure fair distribution of the byproduct to farmers based on their herd size. The participants also raised issues related to the quality of the feed, transportation system and storage conditions, and agreed to assess these aspects. The following action items were recommended to improve the situation:
  - Strengthen communications with the brewery distributor. This item was assigned to the Bureau of Trade and Industry and regional Coops Agency
  - Assess brewery product quantity, and quality of transportation, storage, and utilization. This item was assigned to the FEED II project, Hawassa University, Southern Agricultural Research Institute (SARI) and Bureau of Trade and Industry (BoTI).
2. **Taxation on feed:** This issue is related to the 15 percent value-added tax (VAT) imposed on concentrate feed and industrial bi-products (wheat bran, nug cake, and wheat middling). The VAT has raised the cost of production, and increased prices of livestock products— making them expensive and unaffordable for lower- and middle-income groups, and reducing the competitiveness of the country in international markets. Participants agreed that the regional government should be approached to lift the VAT. This task was assigned to BoLF and the Regional Tax Authority. A representative from the Regional Tax Authority spoke on tax policy during a discussion of the issue. The following actions were recommended for improving the situation:
  - Inform authorities about the issue and collect evidence for gaining their support in lifting the VAT. This assignment was given to BoLF, other relevant sectors
  - Develop a concept note showing the detailed impact of taxation of feed on livestock sector development. This assignment was given to the FEED II project, SARI, and Hawassa University
3. **Shortage of urban land for livestock businesses:** participants discussed the severity of the problem and its impact on the livestock sector's development in the region. Representatives from the regional urban land administration and development agency and the Hawassa city livestock sector office explained the current urban land supply situation. Finally, participants created made the following action items to address the problem.
  - Take the issue to higher officials and decision makers
  - Organize experience-sharing visits to towns/cities with better land allocation practices to Agriculture/Livestock businesses (Mekele, Bahir Dar)
  - Negotiate with relevant offices/officials
  - Assess and analyze the current land supply situation

One of the highlights of the livestock working group (LWG) meeting was the visit of the 11-member delegation from Uganda, who came to Ethiopia to learn about the roles of LWGs in the development of the livestock sector. The visit was organized by the Mercy Corps Karamoja Growth, Health and Governance (GHG) project. The objective of the visit was to draw experience and lessons from AGP-LMD's enabling environment initiatives, specifically the role played by MSPs LWGs in facilitating dialogue at the regional and federal levels to advocate for policy reform and change.

At the federal level, the delegates were briefed by staff from the Rural Economic Development and Food Security (RED&FS) secretariat regarding its objective, structure, membership, and Terms of Reference of the various Technical Committees and Task Forces. The delegates also visited Oromia, SNNPR, and Tigray regions and were briefed by the chair and co-chairs of the regional LWGs on the role the forums played in bringing key government representatives, the private sector, higher learning, and research institutes together to identify areas for policy reform affecting the livestock sector.

#### **2.4.2.1 Support the validation and adoption of slaughterhouse standards and blueprints**

During the reporting quarter, AGP-LMD completed a study to develop blueprints and design standards for domestic slaughterhouses and this endorsed by the Public Health Directorate of the MoLF. Based on identified gaps and taking into account inputs in different categories of towns and kebeles, four different types of slaughter facilities have been recommended. Accordingly, standard designs and procedures have been developed. The four types of abattoirs include:

- Large slaughterhouses with a slaughter capacity of 200-500 head of cattle per day to be established in large zonal towns.
- Medium-sized abattoirs with a slaughter capacity of 50-200 head of cattle per day to be established in towns with a population of more than 100,000.
- Small slaughterhouses with a slaughter capacity of 16-50 head of cattle per day to be established in most of the woreda towns.
- Gantry hoists to be constructed at the kebele level with a slaughter capacity of five to 15 head of cattle per day.

The minimum land area recommended is 2 hectares to accommodate livestock reception with lairage, a slaughterhouse, rendering plant, store, offices, byproduct handling (hoof, hides, skins, etc.), incinerator and waste management plant.

Three consultative workshops bringing on board experts from the MoLF, Ethiopian Conformity Assessment Enterprise (ECAE), the Ethiopia Meat and Dairy Industry Development Institute (EMDIDI), Oromia Livestock and Fishery Office, Oromia Urban Development, Addis Ababa Abattoir Enterprise, Karaalo abattoir and Addis Ababa Butchers Association Office, among others, reviewed and enriched the developed local abattoir standard and designs.

### **IR2: Strategy 2: Capacity building for public & private stakeholders**

#### **2.4.2.8 Facilitate high-level training for liquid nitrogen plant technicians**

During the reporting quarter, AGP-LMD facilitated high level training for liquid nitrogen plant technicians. A total of 23 technicians (two female) drawn from the four regions participated in the 10-day intensive training. The training, provided by an experienced international expert from the well-known Stirling Cryogenics Company, has enabled the trainees to undertake routine maintenance and handling of liquid nitrogen plants in the country. A certificate award ceremony for the trainees was held on September 8,

2016, and was presided over by H.E Dr. Gebreegzabher Gebreyohannes, State Minister, Ethiopian MoLF, and Mr. Stephen Mourin, USAID-Economic Growth & Transformation Office Chief.



*Liquid nitrogen plant technicians' certificate award ceremony at Beshale hotel, Addis Ababa*

The training of the technicians, according to the state minister, will fill a crucial gap in NAIC's needs. It was reported that among the 29 liquid nitrogen plants in the country, nearly half were dysfunctional at any one time because of lack of maintenance, sometimes forcing NAIC to bring in technicians from abroad to carry it out. The technicians who participated in the course are now certified to maintain the liquid nitrogen plants in the country.

## **Ethiopia Livestock Identification and Traceability System (ETLITS) pilot implementation activities:**

### **2.4.2.12.1 Monthly working group meeting**

The ET-LITS working group met three times in the quarter. All the meetings were devoted to assessing the functionalities of the database. Even though the tested functionalities were made according to the specifications document, the working group identified a few additional requirements and corrections to be included in the software to fix issues that were discovered during the testing phase. These new requirements were discussed in a web meeting on Sept, 23 with the software provider, and agreement was reached with the service provider to amend these additional requirements as long as they do not endanger the release during the next weeks. At the same time, the working group has approved around 20 data collection formats that were developed by the ET-LITS team after approving the test database.

### **2.4.2.12.1 Database customization and set up**

Comprehensive tests were conducted by the ET-LITS team to approve the software provided by the service provider, and a summary of the test activities was presented to working group members. The working group subsequently approved the parameterization of the software and confirmed that it is fully implemented according to the agreed Technical Programming Concept (TPC) between the service provider and the MoLF.

With regard to server and storage unit procurement, three technical committees from the Ministry and Cultivating New Frontiers through Agriculture (CNFA) were delegated by H.E. Dr. Misrak Mekonnen, state minister of MoLF. A technical committee subsequently has identified suppliers based on the supplier's technical document, and the procurement unit of AGP-LMD has selected the vendor to provide the two servers. AGP-LMD is reviewing the process and the documentation. However, a company that was accepted for the storage unit is still pending due to technical issues raised by the technical committee. The procurement team gave the supplier 15 additional days to provide the required information before granting the final award to provide the storage unit.

In addition to the July 2016 IT infrastructure assessment done for the Adama-Togo Wuchale line of live animal and meat production system, an assessment was also conducted at Abergelle Export Abattoir

Market shed facilities and institutions in the Tigray region. Based on the examination, it was possible to observe that many IT-related infrastructures were not present, and that those which exist are in poor condition to perform immediate ET-LITS activities, especially in and around the animal holding compounds. Based on this, recommendations were forwarded for immediate fulfillment of accessories by Abergelle International Livestock Development PLC, and those identified to be nonexistent in the government institutions were communicated to regional and federal government bureaus to receive immediate attention.

Subsequent steps will include training MOLF staff on the use of the database. A three-week mission for Dr. Herwig Mäurer and Dr. Ferdinand Schmitt is scheduled from Oct. 25 to Nov. 11 in order to carry out the software training.

#### **2.4.2.12.10 Develop checklist to assess compliance for data entry throughout**

An important aspect of ET-LITS is to develop a quality assurance system that works according to unambiguous standard operating procedures (SOPs). In fact, the whole process of identification, recording, and traceability should be described by a continuous series of SOPs. During the reporting quarter, the ET-LITS team has developed the following 11 SOPs to ensure smooth implementation of ET-LITS:

1. SOP for pre-purchase inspection
2. SOP for market inspection
3. SOP for handling of animals
4. SOP for animal transportation
5. SOP for quarantine inspection
6. SOP for tag administration
7. SOP for export abattoir operations
8. SOP for inspection at check posts
9. SOP for feedlot animal welfare
10. SOP for feedlot operation

### **IR2: Strategy 3: Institutional coordination and linkages with other projects**

#### **2.4.3.1 Support the federal livestock Technical Committee meetings**

AGP-LMD supported the organization of the third veterinary services task force meeting held Sept. 6, 2016. The meeting included following:

1. Presentation and discussion on “Status of Livestock Health Projects: Who is doing what and where?” and “How to finalize the matrix/ mapping,”
2. Presentation on “Livestock Master Plan, Veterinary Services Strategy and GTP II with Particular Emphasis to Veterinary Services,” and
3. Discussion on how to reach out the various stakeholders to enhance their awareness on the National Animal Health Strategy, the Livestock Master plan, and GTP II.

#### **2.4.3.2 Participate regular federal and regional AGP meetings**

AGP-LMD participated in the AGP meeting in Oromia, SNNPR, Tigray and at federal level. The year 5 work plans were presented and approved by the regional Steering Committees and the Ministry of Livestock and Fisheries.

#### **2.4.4.1.3 Institutionalization of meat inspectors training**

SOW is under development in consultation with MoLF.

#### **2.4.4.4 Cost benefit analysis (CBA)**

During the reporting quarter, JaRco Consulting submitted the first deliverable—an analytical framework for the CBA study. Based on this analytical framework, JaRco will conduct a series of multiple, comprehensive CBAs of public-private partnerships (PPP) and similar rationalization initiatives in the Ethiopian livestock industry. These CBAs will determine the effect of the intermediate results and program components, and measure the impact of the subsequent changes in policy. The CBAs will also improve the evidence base underpinning AGP-LMD's advocacy and lobbying efforts for policy change, and allow the organization to design targeted policy propositions and practical actions.

#### **2.4.3.2 Participate in regular federal and regional AGP meetings**

During the quarter, AGP-LMD participated in four regional and one federal AGP planning and performance review meetings. AGP-LMD's plan was presented and approved in all regions.



### IR3: IMPROVED QUALITY AND DIVERSITY OF HOUSEHOLD DIET THROUGH INTAKE OF LIVESTOCK PRODUCTS

#### COMPONENT 5: ENHANCE THE NUTRITIONAL STATUS OF RURAL HOUSEHOLDS

##### IR3: Strategy 1: Behavioral change communication

###### **3.5.1.1 Group facilitation skill refresher training to health extension workers (HEWs) and their supervisors on maternal/child nutrition modules**

During September 2016, AGP-LMD conducted facilitation skills training in maternal and child nutrition to 56 (45 women) HEWs and their supervisors at Wondogenet and West Azrnet woredas of SNNPR. The aim of the training was to train trainees in facilitation skills to help them during cascading training of care group volunteers at the community level.

###### **3.5.1.3 Strengthen care group volunteers' discussion with target pregnant and lactating mothers/caretakers of children under the age of two on maternal/child nutrition and home visits**

A total of 4,180 pregnant and lactating women discussed different topics with care group volunteers related to maternal and child nutrition activities at different sessions in the two woredas (Wondogenet and West Azrnet) of SNNPR from July to September 2016.

###### **3.5.1.4 Conduct nutrition education and cooking demonstration focusing on livestock products at the end of the child nutrition module (care group level)**

In July and August 2016, a total of 18 cooking demonstrations were conducted at community level in the Kebeles; 1,281 (238 male) participants took part in the demonstration program at Tigray region Kafta Humera woreda (743), and Wondogenet and West Azrnet of SNNP region (547). The cooking demonstration benefited a total of 347 children under five years of age.

###### **3.5.1.6 Strengthen farmers'/livestock owners' participation in social behavior change (SBC) messaging through development agents (DAs) in 50 percent of the kebeles per woreda**

During this quarter of the AGP-LMD nutrition program, a total of 3,112 male farmers were reached with nutrition messages through DAs at the community level in different sessions in the Tigray region of Kafta Humera woreda (833) and SNNP region of Wondogenet and West Azrnet woredas (2,279).

##### IR3: Strategy 2: Ensure access to animal source food through pilot backyard chicken production

###### **3.5.2.1 Identification/selection of target beneficiaries from care group mothers based on set criteria (for backyard chicken production)**

The AGP-LMD nutrition project plans to provide live chickens to pregnant and lactating mothers, in order to furnish them with eggs and chicken meat, and improve child nutritional status and income for those who have no access to animal-sourced food. To achieve this, AGP-LMD identified and selected pregnant and lactating women (PLW) in all 10 woredas in all kebeles of the four regions. Three hundred beneficiaries (30 PLWs per woreda) were selected based on the criteria set by all implementing partners. The selection was done by a committee that included HEWs, a Woreda nutrition focal person, IPs, and kebele leaders.

###### **3.5.2.2 Provide training to beneficiaries on backyard chicken production management and coop construction**

In September 2016, 29 selected beneficiaries for the chickens were trained in backyard chicken production and management by the trained DAs and AGP-LMD at Wondogenet woredas of the SNNP region. The aim of the training was to enable beneficiaries to manage chicken production when they receive chickens from the project.

#### **3.5.2.3 Train DAs and IPs in backyard chicken production and management for continuous follow-up and support for the beneficiaries**

In this reporting quarter, 30 DAs, IPs, and woreda agricultural office staff (24 men, , six women) attended the management of backyard chicken production training offered by Ethio-chicken experts. The aim of the two-day training offered at SNNP region Wondogenet and West Azrnet woredas was to cascade the training to poultry beneficiaries.



## CROSS-CUTTING ISSUES: NATURAL RESOURCE AND ENVIRONMENTAL MANAGEMENT

### Strategy I: Environmental compliance requirement

#### **Activity 1.1.2 Follow-up environment compliance status per natural resource management & environment advisor recommendations**

Environmental compliance monitoring was conducted for eight grantees during the reporting quarter to monitor the implementation of environmental mitigation measures as agreed in the grant proposals. The grantees visited included: Ethio-Feed PLC (Feed Expansion project), Ada'a Dairy Cooperative, Selale Dairy Cooperative Union, S&S Farms PLC, Martha Kassa Milk and Milk Products Shop, Harme Milk and Milk Product PLC/ Establish Dairy Laboratory, Hirut Dairy Products Distributor (HDPD) and Addis Livestock Production and Productivity Improvement Service (ALPPIS).

Some of the grantees—such as Ethio-Feed PLC, Hirut Dairy Products Distributor and ALPPIS—are doing well in terms of environmental compliance. However, Selale and Ada'a Dairy Cooperatives need to follow Environmental Mitigation and Monitoring Plan (EMMP) implementation. A few—like Martha Kassa Milk and Milk Products Shop, S&S Farms PLC and Harme Milk and Milk Product PLC/Establish Dairy Laboratory—are not operational either because they are waiting for equipment and other supplies from AGP-LMD, or because they are under construction (See Table I). Additional environmental compliance monitoring on six grantees was supposed to be conducted in September, but because of engagement in the preparation of ERR/EMMP for RFA III MCC & AI grantees, this activity was not implemented and was postponed to the end of November 2016.

#### **Activity 1.2 follow-up MCC & AI environment compliance status as per the signed document and natural resource management & environment advisor recommendations**

AGP-LMD is developing grant agreements for the provision of the 89 MCC and 85 AI in-kind grants. Because of the similar nature of the 89 MCC grants and the 85 AI grants, the environment unit has developed two standard draft environmental review reports (ERRs) and EMMPs: one for the MCCs and one for AI providers, together with a site specific checklist for each grantee to be used in training and implementation by the recipients in a range of regions and woredas.

## Strategy 2: Capacity Building

### Activity 2.1 Training on cleaner production for grantees and IPs

This training was supposed to have been implemented in September in the Amhara Region, but because of engagement in the preparation of ERR/EMMPs for RFA III and MCC & AI grantees, this activity was not implemented and was postponed to end of December 2016.

### Additional activity: Environmental review report (ERRs) and EMMP

The preparation of ERRs and EMMPs for RFA III potential grantees was not planned for the quarter. However, ERR and EMMP preparation is ongoing for 23 grantees.

**Table 1. Brief Summary of Monitoring Visits Conducted During the Quarter**

Companies visited in the quarter and accomplishments			
Business nature	Phase of project	Anticipated environmental impacts	Observation and suggestions/implemented mitigation measures
<b>1. Name: Ethio-Feed PLC (Feed Expansion project)</b>			
Feed manufacturing	operational	Pollution of air and soil. Accidents with workers. Health hazards.	<ul style="list-style-type: none"> <li>Feed remains are managed by sweeping and waste is removed to the designated area.</li> <li>Feed-processing workers are wearing personal protective equipment (PPE).</li> <li>Documentation, compost making and putting informative notes and posters in appropriate areas requires immediate attention.</li> </ul>
<b>2. Ada'a Dairy Cooperative</b>			
Milk Collection and Milk processing	operational	Pollution of air, water and soil, due to wasted milk. Accidents with workers, and health hazards.	<ul style="list-style-type: none"> <li>Milk testing is being held on the spot and no accumulation at one center.</li> <li>Waste water collection tank constructed at the processing site.</li> <li>Quality test undertaken before marketing, and properly labeled.</li> <li>Proper management of the premises, milk and water leakage, proper documentation.</li> <li>Lack of PPE and training how to use it</li> <li>Lack of safety equipment, lack of hand-washing facility requires immediate attention.</li> <li>Floors are smooth, but there are cracks which may easily support microbes. Therefore, it is essential to repair cracked floors.</li> <li>Attention is also required to dispose of used items and maintain proper management of all stores.</li> </ul>

<b>3. Selale Dairy Cooperative Union</b>			
Milk Collection and Milk processing	operational	<p>Pollution of air, water, and soil due to disposal of wasted milk.</p> <p>Accidents with workers.</p> <p>Health hazards due to unsanitary conditions.</p> <p>Public health problem due to poor-quality milk and products.</p>	<ul style="list-style-type: none"> <li>• Milk testing is being held on the spot and no accumulation at one center.</li> <li>• Quality test undertaken before marketing, and properly labeled.</li> <li>• No septic tank to contain wastewater emanating from the premises.</li> <li>• Wastewater management, proper documentation, lack of fire extinguisher and first aid kit requires immediate attention.</li> </ul>
<b>4. S&amp;S Farms PLC</b>			
Modern abattoir	construction	<p>Pollution of air, water, and soil due to disposal of waste.</p> <p>Accidents with workers.</p>	The farm is in progress to finalize building construction
<b>5. Martha Kassa Milk and Milk Products Shop</b>			
Establishment of butter reprocessing plant	ongoing	<p>Pollution of air, water, and soil due to disposal of waste.</p> <p>Health hazards due to unsanitary conditions.</p> <p>Public health problem due to poor-quality products.</p>	<ul style="list-style-type: none"> <li>• Wastewater collection septic tank constructed at the processing site.</li> <li>• The enterprise is not operational as equipment from AGP-LMD is awaited</li> </ul>
<b>6. Harme Milk and Milk Product PLC/ Dairy Laboratory</b>			
Dairy Laboratory	ongoing	<p>Pollution of air, water, and soil due to disposal of waste.</p> <p>Worker health hazards due to unsanitary condition.</p>	<ul style="list-style-type: none"> <li>• Waste disposal pit constructed at the site.</li> <li>• This laboratory is not operational because of waiting for additional equipment from AGP-LMD.</li> </ul>
<b>7. Hirut Dairy Products Distributor (HDPD)</b>			
Dairy Products Distribution	operational	<p>Pollution of water and soil from washing activities and milk leakage.</p>	<ul style="list-style-type: none"> <li>• All equipment is properly managed with refrigerators maintained periodically.</li> <li>• Products are properly shelved.</li> </ul>

8. Addis Livestock Production and Productivity Improvement Service (ALPPIS)			
AI service	operational	<p>Pollution due to leak of nitrogen, straw, and other items such as cartons.</p> <p>Accidents with AI technicians.</p>	<ul style="list-style-type: none"> <li>• Nitrogen is properly canned and transported so that leakage is prevented.</li> <li>• The company is deploying trained AI technicians, and delivering periodical awareness training.</li> </ul>

## CROSS-CUTTING ISSUES: INFORMATION COMMUNICATION TECHNOLOGY (ICT)

In Year 5, the ICT unit has planned five major tasks. The activities are driven by strategic components of the project, stakeholders' feedback, and assessment reports and learning discussion outputs. The following tasks were identified and addressed in the first quarter of the year.

### **1.1. Access to key livestock practices/ advice for smallholder farmers-IVR system**

The purpose of interactive voice response (IVR) system is to enable access to key livestock practices and nutritional advice through a mobile apparatus. When the system is launched, it will help approximately 30,000 (Assumption: ATA has reached to over 300,000 farmers by disseminating agronomic practices using its IVR platform within 12 months, LMD expect to reach 10% of that number) smallholder farmers and livestock value chain actors by fulfilling information gaps. It is in service 24 hours a day, seven days a week, as a cost recovery model.

During the quarter, content was developed for the device on dairy, animal health, and nutrition, and translated into Amharic, Tigrinja and Oromiffa. The next activities will include uploading the contents onto ATA's platform.

### **1.2. Support the MoLF to expand the national livestock market information system coverage**

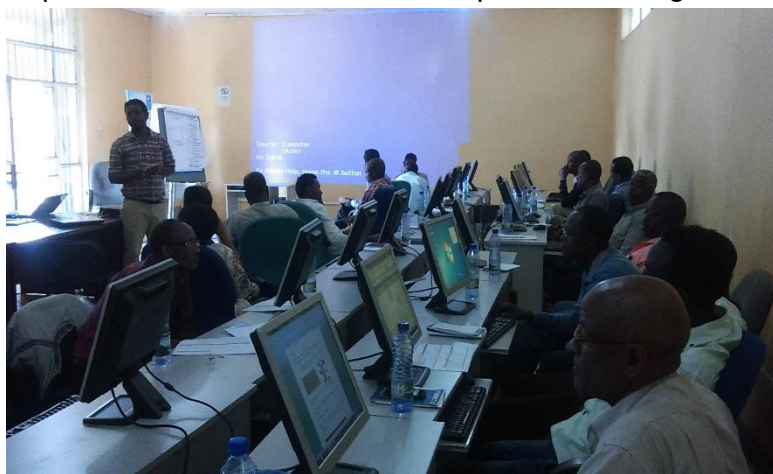
The Livestock Market Information System (LMIS) application is used to collect and disseminate market price and volume information of different animal species (cattle, sheep, and goats). This information is crucial to smallholder livestock producers and live animal traders, enabling them to make decisions on where, when, and at what price to sell their live animals.

During the reporting quarter, 17 new market places have been identified in four regions (four in Amhara, five in Oromia, five in SNNPR and three in Tigray region), and AGP-LMD trained 22 data supervisors and data collectors in SNNPR. The training will continue for other regions next month.

### **1.3. Implementation of knowledge-sharing platform and yellow pages**

The aim of the knowledge-sharing and yellow pages platform is to provide centralized information-sharing for all livestock value chain actors. The platform will be used as an information resource for project partners, and ensures that AGP-LMD's legacy will continue for the next project phase(s). A concept note was drafted for next-phase activities.

In parallel to the establishment of the platform, training and coaching is one of the components in this



theme. Nine modules/courses and coaching activities have been identified and tailored based on specific capacity-building areas for livestock value chain actors. During the quarter, LMIS training, web content management, advanced computer-based record management, and mobile literacy training was launched in SNNPR and Tigray regions, and 110 project beneficiaries have been trained. These modules and others will continue for the other regions.

#### **1.4. Upscale web-based Hazard Analysis and Critical Control Point (HACCP) system for export abattoirs**

The purpose of an automated HACCP system is to reestablish control principles—including hazard analysis, critical control points identification, establishing critical limits, monitoring procedures, corrective actions, verification procedures, and recordkeeping and documentation—in a timely manner to ensure that potentially hazardous products do not reach the consumer. The successful pilot was tested at Modjo Modern Export Abattoir PLC. This best practice has added value for other export abattoirs by helping them to penetrate the international market and increase market share. During the last three months, AGP-LMD assessed ICT infrastructures in potential abattoirs and proposed the system be introduced at the Abergelle and Abyssinia export abattoirs.

#### **1.5. Enhance quality-based milk collection and payment system for dairy cooperatives**

The purpose of this application software is connected with the lactoscan device, which generates a measurement of fat, solids non-fat (SNF), density, proteins, lactose, salts, water content percentages, temperature (°C), freezing point, pH, etc. The MCCs will offer competitive prices to smallholder farmers based on a standard level of the milk quality. After institutionalizing the system in MCCs and dairy processors, there will be a significant quality milk production that enables farmers to generate better income. Dairy processing industries will also benefit significantly in terms of producing quality milk products for a better price in the dairy industry value chain.

During the last three months, a concept note for this was developed and IS ready for local bidders to widely expand the technology. Selection of a consultant to roll out the milk collection and payment system for dairy cooperatives has begun.

## FINANCE AND ADMINISTRATION

During the reporting period from July to September 2016, the finance and administration team has accomplished various activities as part of its major objective to facilitate and support implementation of AGP-LMD planned activities. Specifically, the following major finance and administration activities were accomplished during the reporting period:

### **Human resource accomplishments:**

In the first quarter of Year 5 the human resources management (HRM) unit made good progress in strengthening the HR guidelines, field manual, planning, and practices. Its goals — to put the right people in the right jobs and to ensure their general well-being and professional development—became ever more critical as the project grew.

During the reporting period, HRM's key developments and achievements included:

**Recruitment:** HRM unit finalized the recruitment process documentation of eight partially billable employees, recruited 3 CNFA/AGP-LMD project drivers, two local consultancy firms, four Local STTA from the pool. In the meantime three employees left the project.

**Employee Performance Evaluation:** The HRM unit also completed seven employees' annual performance evaluations per the established schedule. Performance evaluation is conducted based on employees' contract or anniversary date. Of the performance evaluations that were performed, all seven staff members rated from 4 out of 5 or above (*meet expectations or exceed expectations*). Additionally, due to compliance issues with AGP-LMD's insurance company (submitting illegal invoice for medical reimbursement), two CNFA drivers have been terminated from the project after thorough investigation and proper legal advice.

### **Procurement and Logistics Activities:**

Major highlights:

- 22 Purchase Orders signed for a total of \$1,452,405
- Signed purchase order for the upscaling grants for a total amount of \$1,055,111
- Signed the biggest individual purchase order under AGP-LMD, RFA III, upscaling grants, for the supply of the 100 chilling tanks for a total amount of \$855,781
- Signed purchase order for all items of 15 innovation grants
- Worked with HQ to prepare action memos to USAID requesting approval of procurement or disposition of the remaining items of the following grants: Elemtu, Anno, Emebet, Gugufu, Harme, Bizunesh, Abaynesh, Seket, Tsigie, Zewdie, Almi, Azu
- Received tax exemption for three dry trucks for Anno, Eгна Legna, and Evergreen, and the title transfer is in process.

During this reporting period, the procurement committee worked with the grants account managers and the grantees to supply the last items under the innovation grants that were not yet purchased.

Because most of the remaining items required USAID approval for procurement, the committee worked with the grants department and CNFA HQ to prepare a number of action memos requesting USAID approval of the procurement of the remaining items. During this reporting period, AGP-LMD submitted action memos that addressed the remaining items in 12 grants.

Bisrat Terefe, the technical expert, traveled to China to inspect the dairy processing equipment being manufactured by BEYOND per the purchase order signed with AGP-LMD.

**In the pipeline:**

- During this reporting period, two of the major turn-key dairy production line procurements were finalized: Dambali and Rut & Hirut. The total amount of the procurement is \$543,435. The signing of the two purchase orders is expected around the first week of October
- Signing of the procurement of 13 vehicles, with a total estimated amount of \$430,000, for different grantees
- Signing of Elemtu dairy equipment purchase order
- Vladimir Kokarev, another technical expert, is expected to travel to India to inspect the manufacturing of the upscaling 2000-liter chilling tanks
- Purchase order for the supply of Abergelle items signed.
- Select vendors and sign POs for the Cooperatives Turn Key Dairy projects
- Select vendors for the supply of stabilizers for the upscaling grants
- Procure the services of an engineering firm to monitor the construction work required for the installation of the MCCs, as well as other dairy equipment
- Arrive at a decision on whether to move forward with the procurement of the mobile abattoir for Yaklaget grantee; we already have received one pro forma invoice from Dubai through a local agent.
- Arrive at a decision on whether to purchase a new feed mill machine for Gobe
- Identify and rent warehouses to receive the items expected to arrive in Addis during the coming quarter
- Sign a blanket purchase agreement with A freight-forwarding service to provide custom clearance and transportation from Djibouti to Addis
- All grant items procured so far have been distributed to the beneficiaries
- Ghee-processing machine customs clearance and freight forwarding is in process
- Annual inventory is conducted in most of the project areas, but is not finalized due to the security issues in some regions of the country
- We have facilitated the booking of hotel services for about 30 training sessions for the program teams
- Nine project vehicles have been serviced within the reporting quarter
- All IT equipment and computers have been procured and distributed to the implementing partners in the four regions

**Local implementing partners - subcontract agreement modification:**

Subcontract agreements for local implementing partners (IPs) were approved in January 2016, and the recruitment process for some 42 new and existing employees has been facilitated and approval notifications sent to each local implementing partner. The CNFA HR unit assisted local IPs in recruiting the remaining employees required for effective implementation of the project activities. Specifically, these positions are related to upscaling activities like MCC experts and AI experts. In accordance with the Year 5 work plan, subcontract modifications were prepared and approved so as to incorporate the Year 5 deliverable activities into the approved subcontract agreements, and to increase the obligated budget ceilings based on available funds. In this subcontract modification, local IPs' annual budgets were reviewed, and local IPs were assisted in preparing their budgets accurately, and submitting them in a timely manner. Finally, all subcontract modifications were developed and approved by both parties.



### Overall Financial Expenditure for the Reporting Period

Below are the summarized overall expenditures during the reporting period. The table endeavors to show the overall budget utilization of the project fund for the period from inception through this quarterly reporting period

Budget Main Cost line items	Actual expenses as of Aug 2016	Sept 2016-forecast	Total actual +forecast budget Amount	Total original budget	Remaining Budget for the remaining period
Salaries	\$ 3,662,604.69	\$ 101,000.00	\$ 3,763,604.69	\$ 4,705,616.00	\$ 942,011.31
Fringe Benefits	\$ 1,013,429.70	\$ 18,000.00	\$ 1,031,429.70	\$ 1,213,998.00	\$ 182,568.30
Consultants	\$ 376,355.08		\$ 376,355.08	\$ 437,212.00	\$ 60,856.92
Trave, Transportation and Per diem	\$ 863,900.04	\$ 5,000.00	\$ 868,900.04	\$ 1,057,495.00	\$ 188,594.96
International Subs	\$ 3,476,965.09	\$ 40,000.00	\$ 3,516,965.09	\$ 5,298,080.00	\$ 1,781,114.91
Local Subs	\$ 3,578,988.65	\$ 69,000.00	\$ 3,647,988.65	\$ 6,009,356.00	\$ 2,361,367.35
Allowances	\$ 783,283.15	\$ 6,000.00	\$ 789,283.15	\$ 1,162,290.00	\$ 373,006.85
Equipment	\$ 644,586.95		\$ 644,586.95	\$ 631,160.00	\$ (13,426.95)
Participant Training	\$ 604,766.76		\$ 604,766.76	\$ 726,200.00	\$ 121,433.24
Other Direct Cost (including Program activities)	\$ 5,640,256.51	\$ 165,000.00	\$ 5,805,256.51	\$ 6,125,574.00	\$ 320,317.49
Indirect cost	\$ 4,489,436.32	\$ 104,194.00	\$ 4,593,630.32	\$ 5,672,231.00	\$ 1,078,600.68
Innovation Grants	\$ 1,387,202.08	\$ 45,007.00	\$ 1,432,209.08	\$ 5,818,346.00	\$ 4,386,136.92
HIV/AIDS/Nutrition Grants			\$ -	\$ 440,000.00	\$ 440,000.00
Fee	\$ 1,305,156.25	\$ 27,042.48	\$ 1,332,198.73	\$ 1,875,804.00	\$ 543,605.27
<b>Total AGP-LMD Project Expenses</b>	<b>\$ 27,826,931.27</b>	<b>\$ 580,243.48</b>	<b>\$ 28,407,174.75</b>	<b>\$ 41,173,362.00</b>	<b>\$ 12,766,187.25</b>

[illegible]

## IR1, COMPONENT 2: DAIRY

Activity #			Activity Description			Unit			2017 Targets (July 1, 2016- June 30, 2017)										FY 2016/2017 Implementation Schedule and Quarterly Target												Cumulative achievement (July-September 2016)							
									by Gender			By Region																			Gender				Region			
									M	F	Total	Fed	Amh	Oro	SNN	Tig	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia
1.2.1 (IR1 - Component 2 - Strategy 1) - Link Value Chain Actors to Input and Service Providers																																						
1.2.1.1	Organize business meetings between value chain actors and input suppliers and service providers - (Local/ International Companies) / Conduct B2B meetings in different woredas in the form of tours	# Meetings	na	na	21	1	6	8	4	2			10							11						0	0	1	1	0	0	0	0					
		# Participants	735	315	1050	50	300	400	200	100				500							550						38	12	50	50	0	0	0	0				
1.2.1.2	Input suppliers profile/directory distribution	# Directories distributed	na	na	1500	500	300	400	200	100			750							750						0	0	0	0	0	0	0	0					
1.2.2 (IR1 - Component 2 - Strategy 2) - Establish and Strengthen Input Suppliers and Service Providers																																						
1.2.2.1	Private technicians (new AI training) (Grantee Focus)	# Participants	30	3	33		10	11	10	2			33													0	0	0	0	0	0	0	0					
1.2.2.2	Private AI technicians (refresher AI training) (Grantee Focus)	# Participants	62	5	67		20	29	10	8			35				32									0	0	0	0	0	0	0	0					
1.2.2.3	Private AI technicians (Business management training) (Grantee Focus)	# Participants	92	8	100		30	40	20	10			50				50									0	0	0	0	0	0	0	0					
1.2.3 (IR 1 - Component 2 - Strategy 3) - Improve Livestock Management																																						
1.2.3.1	Conduct dairy management training and TA to FBO/ Cooperatives, CIGS, Producer Groups, DAs, etc.																																					
1.2.3.1.1	Tigrigna) and reprint four types of dairy manuals (Cheese and Yoghurt making, clean milk production, Milk equipment maintenance, Chiller Operational manual) for trainers (4) and for trainees (4).	# Manuals	na	na	8	8							8													0	0	8	8	0	0	0	0					
1.2.3.1.2	Printing of the manuals	# Manuals	na	na	25000	25000							5000			10000				10000						0	0	0	0	0	0	0	0					
1.2.3.1.3	Provide training of trainers on dairy management to DAs, Cooperative Staff, Milk Processing Staff, CIG Leaders, Newly recruited IP Staff	Trainees	70	30	100		30	40	20	10			100													29	2	31	0	0	0	9	22					
1.2.3.1.4	Support provision of dairy management training to FBO's, Cooperatives members, CIGS, Producer Groups and Dairy Farmers by Trainers trained under 1.2.3.1.2	Number of trainees	7000	3000	10000		3000	4000	2000	1000						4000				6000						0	0	0	0	0	0	0	0					
1.2.3.1.5	Support AGP organised Field Days with TA and Trainings Materials for Participants	Number of trainees	6000	4000	10000		3000	4000	2000	1000						4000				6000						72	43	115	0	0	0	0	115					
1.2.3.2	Production and distribution of audiovisual materials on selected topics in dairy management (prevention of mastitis, milk fever, feeding, colostrum feeding, heat detection, milk hygien, etc..)	Audiovisual materials to be produced	na	na	1100	100	300	400	200	100			600				500									0	0	0	0	0	0	0	0					
1.2.3.3	Radio program production and broadcasting on important dairy management aspects / Conduct FGD and feedbacks after the programs/	Number of people trained	7000	3000	10000		3000	4000	2000	1000						5000				5000						0	0	0	0	0	0	0	0					
1.2.4 (IR 1 - Component 2 - Strategy 4) - Improve Post-Production Relationships, Efficiencies, and Quality																																						
1.2.4.1	Develop training and information materials about animal feed storage and aflatoxin build up.	Manual, posters and	na	na	3	3										1										0	0	0	0	0	0	0	0					
1.2.4.2	Provide training to newly recruited IP staff on better storage of animal feed to reduce aflatoxin build up	Trainees	8	3	11		3	4	2	2																0	0	0	0	0	0	0	0					
1.2.4.3	Provide training to lead farmers, feed processors and distributors, milk collectors etc about the storage of oil cake to reduce Aflatoxin levels	Trainees	150	70	220	20	60	80	40	20						1										0	0	0	0	0	0	0	0					
1.2.4.4	Support aggregators and traders to serve as effective marketing agents for producers																																					
1.2.4.4.1	Private milk technicians (Milk chilling center management) (for Grantees and newly recruited IP staff)	Trainees	75	32	107		32	42	22	11			7			50				50						0	0	0	0	0	0	0	0					
1.2.4.4.2	Private milk technicians (Business management training) (for Grantees and newly recruited IP staff)	Trainees	75	32	107		32	42	22	11			7			50				50						0	0	0	0	0	0	0	0					
1.2.4.4.3	Organizing workshop on Chilling centers service provision	Workshops	na	na	8		2	2	2	2						4				4						0	0	0	0	0	0	0	0					
1.2.4.4.4	Conduct training for milk collection & dairy processing equipment operation and maintenance( grantees focused)	Trainees	28	12	40		12	16	8	4						4										0	0	0	0	0	0	0	0					
1.2.4.4.5	Milk mapping	Number of documents to be produced	na	na	1	1							1													0	0	0	0	0	0	0	0					
1.2.4.5	Follow up on grants implementation																									0	0	0	0	0	0	0	0					
1.2.4.5.1	Followup Mentoring/Coaching commercial dairy farms, feed producers, milk suppliers, etc. (RFA1 and RFA2 grantees)	# Grantees	na	na	30	3	7	14	4	2			30			25				20				10		0	0	10	0	3	6	0	1					
1.2.4.5.2	Followup Mentoring/Coaching commercial MCCs and AI (RFA3 grantees)	# Grantees	na	na	200		60	80	40	20			200			200				100				50		0	0	0	0	0	0	0	0					
1.2.4.5.3	Followup Mentoring/Coaching commercial dairy farms, feed producers, milk suppliers, etc. (non grantees)	# Businesses	na	na	20		6	8	4	2						20				20						0	0	0	0	0	0	0	0					
1.2.4.6	Conduct customized TA including introducing new technology (technical skills on cheese, yoghurt, ice cream, ESL UHT, packaging, value addition, SOP, quality standard familiarization training, etc), equipment operation, set-up and maintenance, by-product development, etc.	# Businesses	na	na	20		6	8	4	2						20										0	0	0	0	0	0	0	0					
1.2.5 (IR 1 - Component 2 - Strategy 5) - Market Expansion																																						
1.2.5.1	Support participation of businesses in domestic trade fairs to identify new customers (support may include sponsorship, asst. to produce marketing materials, related training, etc.) / One Federal and 4 regional trade fairs/	# of trade fairs	na	na	5	1	1	1	1	1						3				2						0	0	0	0	0	0	0	0					
		# firms/coops participated	na	na	22	10	4	4	2	2							15				7						0	0	0	0	0	0	0	0				

Activity #	Activity Description	Unit	2017 Targets (July 1, 2016- June 30, 2017)									FY 2016/2017 Implementation Schedule and Quarterly																Cumulative achievement (July -September 2016)							
			by Gender		By Region							Target																Gender			Region				
			M	F	Total	Fed	Amh	Oro	SNN	Tig	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR	
1.2.1 (IR1- Component 2 - Strategy 1) - Link Value Chain Actors to Input and Service Providers																																			
1.2.1.1	Organize business meetings between value chain actors and input suppliers and service providers - (Local/ International Companies) / Conduct B2B meetings in different woredas in the form of tours	# Meetings	na	na	21	1	6	8	4	2				6			9			6						0	0	0	0	0	0	0	0		
		# Participants	735	315	1050	50	300	400	200	100				300				450			300						0	0	0	0	0	0	0	0	
1.2.1.2	Input suppliers profile/directory distribution	# Directories distributed	na	na	5000	500	1350	1800	900	450				5000												0	0	0	0	0	0	0	0		
1.2.2 (IR1 - Component 2 - Strategy 2 ) - Establish and Strengthen Input Suppliers and Service Providers																																			
1.2.2.1	Review, Revise and Print training materials about Feed Processing Management, Abattoir and Butchery Management, Hygiene, Animal Health	# manuals	na	na	5000		1500	2000	1000	500				1666				1666			1668					0	0	5	5	0	0	0	0		
1.2.2.2	Provide Training to IP Newly Recruited Staff on Feed Processing Management, Abattoir and Butchery management, Hygiene, Animal Health etc.	# Participants	8	3	11		3	4	2	2				11												0	0	0	0	0	0	0	0		
1.2.2.3	Provide Training to Commercial Feed Processors	# Participants	70	30	100		30	40	20	10							50			50						0	0	0	0	0	0	0	0		
1.2.2.4	Animal health service Public and Private in collaboration with AGP and VWB	# Participants	350	150	500		150	200	100	50				170				165			165					77	9	86	0	0	0	58	28		
1.2.2.5	Domestic abattoir and butchery (private, MSME, public)	# Participants	70	30	100		30	40	20	10							50			50						0	0	0	0	0	0	0	0		
1.2.3 (IR 1 - Component 2 - Strategy 3) - Improve Livestock Management																																			
1.2.3.1	Conduct livestock management training and TA to FBO/ Cooperatives, CIGS, Producer Groups, DAs, etc.																																		
1.2.3.1	Review, revise, update and reprint used manuals on meat safety, parasite control, animal health, feed management for trainers (2) and for trainees (2)	# Manuals	na	na	4	4								4												0	0	12	12	0	0	0	0		
1.2.3.2	Printing of the manuals	# Manuals	na	na	5000	1250	1125	1500	750	375				1250			1250			1250						0	0	0	0	0	0	0	0		
1.2.3.3	Provide training of trainers on livestock management to DAs, Cooperative Staff, Feedlot Staff, CIG Leaders, Newly recruited IP Staff	Trainees	84	36	120		36	48	24	12				120												10	1	11	0	0	0	11	0		
1.2.3.4	Support provision of livestock management training to FBO's, Cooperatives members, CIGS, Producer Groups, Backyard Fatteners and Livestock Farmers by Trainers trained under 1.2.3.1.2	Number of trainees	3500	1500	5000		1500	2000	1000	500							2000			3000						0	0	0	0	0	0	0	0		
1.2.3.5	Support AGP organised Field Days with TA and Trainings Materials for Participants	Number of trainees	3500	1500	5000		1500	2000	1000	500							2000			3000						70	24	94	0	0	0	0	94		
1.2.3.6	Production and distribution of audiovisual materials on selected topics in livestock management (examples: prevention of mastitis, feeding for high production, control of skin diseases etc.)	# of Audiovisual materials to be distributed	na	na	2000	100	570	760	380	190				1100			900									0	0	0	0	0	0	0	0		
1.2.3.6.1	Printing of posters	# posters	na	na	2750	100	795	1060	530	265				1375						1375						0	0	0	0	0	0	0	0		
1.2.3.7	Radio program production and broadcasting on important livestock management aspects reducing young animal mortality, ectoparasite control, meat safety, etc./ Conduct FGD and feedbacks after the programs/	Number of people trained	7000	3000	10000		3000	4000	2000	1000							24			24						0	0	0	0	0	0	0	0		
1.2.4 (IR 1 - Component 2 - Strategy 4) - Improve Post-Production Relationships, Efficiencies, and Quality																																			
1.2.4.1	Followup Mentoring/Coaching feed producers, abattoirs, feedlot operators etc. (RFA1 and RFA2 grantees)	# Grantees	na	na	9	1	2	3	2	1				3			3			2				1	0	0	6	0	0	4	2	0			
1.2.5 (IR 1 - Component 2 - Strategy 5) - Market Expansion																																			
1.2.5.1	Support participation of businesses in domestic trade fairs to identify new customers (support may include sponsorship, asst. to produce marketing materials, related training, etc.) / One Federal and 4 regional trade fairs/	# of trade fairs	na	na	5	1	1	1	1	1						3			2						0	0	0	0	0	0	0	0			
		# firms/coops partipated	na	na	22	6	4	8	2	2								22			22					0	0	0	0	0	0	0	0		
1.2.5.1.1	Support Participation of the Livestock Setcor in the Gulf Food Fair	# Trade fairs	na	na	1	1	1																		0	0	0	0	0	0	0	0			
1.2.5.2	Conduct Supply Workshops	# Workshops	na	na	21	1	6	8	4	2				4			8			7					0	0	0	0	0	0	0	0			

IR 1, COMPONENT 2: SUPPORT TO FBO's AND COOPERATIVES																																		
Activity #	Activity Description	Unit	2017 Targets (July 1, 2016- June 30, 2017)										FY 2016/2017 Implementation Schedule and Quarterly														Cumulative achievement (July -September 2016)							
			by Gender			By Region							Target														Gender			Region				
			M	F	Total	Fed	Amh	Oro	SNN	Tig	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR
1.2.6 (IR 1 - Component 2 - Cross Cutting/Strategy #6- Strengthen FBOs and Sectoral Associations Working in the Livestock Value Chain)																																		
1.2.6.1	Follow-up and support Grantee coops to fulfill milestones within grant agreements for the successful operation of the business. (Milestones preparation, TA, BDS, Mentoring/Coaching)	# Followup supports	na	na	26		6	8	4	2				26				20				15				10	0	0	4	0	2	1	1	0
1.2.6.2	Capacity building of coops leadership and members in the area of governance, livestock management and business management																																	
1.2.6.2.1	Review, revise and reproduce LMD manuals for cooperative training improve the marketing, purchasing, sales, financial management, accounting/book keeping, etc to grantee management/leaders and staffs on business issues related to milk collection, milk quality, bulking, transportation, delivery, processing and distribution.	# Manuals	na	na	3									3													0	0	3	3	0	0	0	0
1.2.6.2.2	Provide trainings business operations to improve the marketing, purchasing, sales, financial management, accounting/book keeping, etc to grantee management/leaders and staffs and newly recruited IP staff on business issues related to milk collection, milk quality, bulking, transportation, delivery, processing and distribution.	#Trainees	54	24	78		24	24	12	18				78				78									0	0	0	0	0	0	0	0
1.2.6.2.3	Provide training on Animal Health and Livestock Management to model farmers from grantee cooperatives and Newly recruited IP staff in the area of production, productivity and milk quality.	#Trainees	105	45	150		41	60	35	15				150													16	7	23	0	0	0	23	0
1.2.6.2.4	Support Model Farmers to provide training and demonstration to 10 Cooperative Members at least	#Trainees	1400	600	2000		600	800	400	200								1000				1000					0	0	0	0	0	0	0	0
1.2.6.3	Support the participaiton of livestock marketing Coops and MSMEs in Trade Exhibitions and Trade Fairs	#Trade exhibitions and fairs			1	1												1									0	0	0	0	0	0	0	0
1.2.6.4	Support the development of two financial sustainability plans and activities through preparation and implementation of strategic plans that initiate and strengthen membership services, income-generating and cost-sharing mechanisemes etc, for existing 3 dairy and 3 MLA sectorial associations.	# Strategy documents prepared by STTAs			2	2												2									0	0	0	0	0	0	0	0
1.2.6.5	Organise workshops and support cooperative events of the Federal Cooperative Agency to increase the inclusion of women in cooperative membership and leadership.	#Events	na	na	1	1	1	1	1	1								2				3					0	0	0	0	0	0	0	0

IR1, COMPONENT 2: WOMENS' EMPOWERMENT																																			
Activity #	Activity Description	Unit	2017 Targets (July 1, 2016- June 30, by								FY 2016/2017 Implementation Schedule and Quarterly Target																Cumulative achievement (July -September 2016)								
						By Region																					Gender			Region					
			M	F	Total	Fed	Amh	Oro	SNN	Tig	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR	
WOMENS' EMPOWERMENT																																			
1.2.7.1	Women Entrepreneurship and Leadership development	#Trainees																									0	0	0	0	0	0	0	0	0
1.2.7.1.1	Review, revise and reproduce LMD Women Entrepreneurship and Leadership development trainings manuals	# Manuals	na	na	1	1																					0	0	4	4	0	0	0	0	0
1.2.7.1.2	Following MSME assessments, conduct technical, business and leadership training and coaching for MSMEs (including education on nutrition and HIV/AIDS)	#Trainees	0	120	120		30	35	30	25																	55	53	108	0	0	0	48	60	
1.2.7.1.3	Provide training on business coaching for chaoches from regional governments and IP staff for women entrepreneurs (link PPVC)	#Trainees	72	48	120		32	48	28	12																	0	0	0	0	0	0	0	0	0
1.2.7.1.4	Provide business coaching for women entrepreneurs	#Trainees	0	120	120		33	48	28	12																	0	0	0	0	0	0	0	0	0
1.2.7.1.5	Select and promote successful women groups/women-owned MSMEs to showcase during MSPs	# of women selected	0	8	8		2	2	2	2																	0	0	0	0	0	0	0	0	0
1.2.7.2	Dissimnation of Women appropriate technologies																																		
1.2.7.2.1	Based on the study indentify women appropriate technologies	# Technologies	na	na	4	4																					0	0	10	10	0	0	0	0	0
1.2.7.2.2	Dissiminate the technologies to potential producers or suppliers	# Producers/ Suppliers			6	2	1	1	1	1																	0	0	0	0	0	0	0	0	0
1.2.7.2.3	Organise women appropriate technology input supply workshops in all four regions, twice a year	# workshops	na	na	10		3	4	2	1																	0	0	2	0	0	1	0	1	
		# participants	100	300	400		120	160	80	40																	18	115	133	0	0	62	0	71	
1.2.7.2.4	Invite and include women appropriate technology producers and suppliers in the Dairy, MLA and PPVCD supply work shops	# Producers/ Suppliers	9	9	18	6	3	3	3	3																	0	0	0	0	0	0	0	0	0
1.2.7.3	Gender mainstreaming integration																																		
1.2.7.3.1	Review, Revise and Produce Gender Mainstreaming Training Materials for trainers and trainees	# Materials	na	na	2	2																					0	0	1	1	0	0	0	0	0
1.2.7.3.2	Provide training to Newly recruited IP staff and LMD staff on gender intergation and mainstreaming	# Trainees	19	19	38	10	8	10	6	4																	0	0	0	0	0	0	0	0	0
1.2.7.3.3	Include gender mainstreaming and integration training in ToT under MLA, Dairy and FBO activities	# Trainings	Targets already included in the Dairy and MLA Trainings																							0	0	0	0	0	0	0	0	0	
1.2.7.3.4	Assure gender integration training is included in ongoing trainings, field days, extension service provision to Livestock producers and actors	#Trainees	Targets already included in the Dairy and MLA Field Days																							0	0	0	0	0	0	0	0	0	
1.2.7.4	Work towards gender equity in cooperatives (including representation, participation and access to resources; strong linkage to Strengthen FBOs/Associations)	#Participants	100	50	150	50	30	40	20	10																	0	0	0	0	0	0	0	0	0
1.2.7.5	Women Entrepreneurship and Leadership Conference with WALN for fund raising and membership increase	# Participants			200		60	80	40	20																	0	0	0	0	0	0	0	0	0
1.2.7.6	2017 Internationa Women's Day Event, and participation in different gender meetings at federal level	# Events/Meetings			7	7																					0	0	2	2	0	0	0	0	0

**IR1, COMPONENT2: PRO POOR VALUE CHAIN DEVELOPMENT**

Activity #	Activity Description	Unit	2017 Targets (July 1, 2016- June 30, 2017)										FY 2016/2017 Implementation Schedule and Quarterly Target														Cumulative achievement (July _ September 2016)							
			by			By Region																					Gender			Region				
			M	F	Total	Fed	Amh	Oro	SNN	Tig	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR
Pro-Poor Value Chain Development																																		
1.2.8.1	Coordination with other projects and institutions																									0	0	0	0	0	0	0	0	0
1.2.8.1.1	Organize VC quarterly Technical committee meeting on Value Chain issues with PRIME	# meetings	na	na	1	1																				0	0	1	1	0	0	0	0	0
1.2.8.1.2	Organize VC quarterly Technical committee meeting on Value Chain issues with GRAD	# meetings	na	na	3	3																				0	0	1	1	0	0	0	0	0
1.2.8.1.3	Organize VC quarterly Technical committee meeting on Value Chain issues with BoLF in all four regions	# meetings	na	na	12		3	3	3	3																0	0	0	0	0	0	0	0	0
1.2.8.1.4	Organize MSPs per region in collaboration with GRAD (in the 4 regions)	# participants	140	60	200		60	60	40	40																75	8	83	0	0	36	0	47	
1.2.8.2	Pro-Poor Value Chain specific Business-to-Business (B2B) meetings and supply workshops																																	
1.2.8.2.1	Organize B2B meeting/workshop for suppliers from PRIME and buyers from Modjo and Addis Abeba areas (3 clusters; in Awash, Dire Dawa and Adama)	# participants	140	60	200			200																		0	0	0	0	0	0	0	0	0
1.2.8.2.2	Organize B2B meeting/workshop for suppliers from GRAD woredas and buyers (in 4 regions)	# participants	140	60	200		60	60	40	40																75	8	83	0	0	36	0	47	
1.2.8.2.3	Organize B2B meeting/workshop for suppliers from food insecure (PSNP/HABP) woredas and buyers (in 4 regions, 10 woredas, two times per	# participants	245	105	350		95	140	81	35																0	0	0	0	0	0	0	0	0
1.2.8.3	Women entrepreneur and leadership																																	
1.2.8.3.1	Women entrepreneur and leadership training for entrepreneurs	# trainees	0	200	200		60	80	40	20																0	43	43	0	0	0	23	20	
1.2.8.3.2	Develop and setup entrepreneurs coaching system via GoE offices	#entrepreneurs coached	0	200	200		60	80	40	20																0	0	0	0	0	0	0	0	0







IR 2, COMPONENT 4: ENABLING ENVIRONMENT Cont.

Activity #	Strategy Description	Unit	FY 2016/2017 Implementation Schedule and								Cumulative achievement (July _September 2016)																
			Gender			Federal and regional distribution					Quarterly Target								Gender			Region					
		M	F	Total	Federal	Tigray	Amhara	Oromia	SNNPR											M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR
2.4.2.12.13	Quarterly review of project progress and price of cattle in LITS vs. non-LITS	# of sites evaluated	na	na	2	2																					
2.4.2.12.14	Annual Project Evaluation	# completed evaluations	na	na	1	1																					
2.4.2.12.15	Documenting lessons learned and dissemination	# of lessons learned	na	na	1	1																					
2.4.2.12.16	Marketing of Project Nationally and Internationally																										
2.4.2.12.17	Marketing of program nationally	# of messages			1	1																					
2.4.2.12.18	Start international media campaign to announce Ethiopia has established LITS	# of messages			1	1																					
2.4.2.12.19	Engage with International importers	# of workshops			1	1																					
2.4.2.12.20	LITS Sustainability	-																									
2.4.2.12.21	Promote structures and funding mechanisms to ensure sustainability of LITS to the Working Group and Steering Committee	# proposals			1	1																					
Strategy 3 – Institutional Coordination and Linkage with Other Projects																											
2.4.3.1	Support the Federal Livestock TCs meetings	# workshops			2	2	0	0	0	0																	
2.4.3.2	Participate regular federal and regional AGP meetings	# of meetings			15	3	3	3	3	3																	
2.4.3.3	Participate in the AGP Capacity development task force meetings	# of meetings			3	3	0	0	0	0																	
Strategy 4 – Applied Research for Development																											
2.4.4.1	Conduct studies on selected topics																										
2.4.4.1.1	Assessment of the effectiveness of AI services (ALPIS, private trained and government services)	# studies			1																						
2.4.4.1.2	Study on milk marketing and quality regulations	# studies	NA	NA	1	1																					
2.4.4.1.3	Institutionalization of meat inspectors training	# studies	NA	NA	1	1																					
2.4.4.1.4	Beef market competitiveness study	# studies	NA	NA	1	1																					
2.4.4.2	Documentation and publication of best practices	# best practices	NA	NA	3	3																					
2.4.4.3	Publication of policy briefs and working papers	# policy briefs and working papers	NA	NA	4	4																					
2.4.4.4	Complete the cost benefit analysis	# CBA	NA	NA	8	8																					

IR 3, COMPONENT 5: NUTRITION																																	
Activity #	Activity Description	Unit	Year 5 Target - (July 1, 2016- March 30,2017)								Year 5 Implementation Schedule and Quarterly Target												Cumulative achievement (July _September 2016)										
			By Gender			by Region					July-Sep 2016		Oct-Dec 2016		Jan-Mar 2017			Apr-June 2017			Gender			Region									
			M	F	Total	Amhara	Oromia	SNNPR	Tigray	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR
3.5.1	(IR3- Component 5 - Strategy 1) - Behavior Change Communication																																
3.5.1.1	Group facilitation skill refresher training to Health Extension Workers (HEW) and their supervisors on maternal/child nutrition modules	# of HEWs trained	54	246	300	84	132	56	28																	11	45	56	0	0	0	0	56
3.5.1.2	Support HEW to provide group facilitation Skill refresher training to care group volunteers on maternal/ child nutrition modules (with the care group approach)	# of CGV/HDAL trained	0	2600	2600	780	1040	520	260																	0	0	0	0	0	0	0	0
3.5.1.3	strengthen care group volunteers discussion with target pregnant and lactating mothers/care takers of children under 2 (U2) on maternal/child nutrition and home visits	# of mothers and # U2 benefitting from the program		26000	26000	7800	10400	5200	2600																	0	4180	4180	0	0	0	0	4180
3.5.1.4	Conduct nutrition education and cooking demonstration focusing on livestock products once at the end of child nutrition module (care group level)	# of mothers/fathers			10	3	4	2	1																	238	1052	1290	0	0	0	1290	0
3.5.1.5	Refresher Training to agriculture extension workers /development agents on individual counseling, dietary diversity, key infant and young child feeding (IYCF) message	# of AEWs/DA's trained on IYCF counseling technique	270	30	300	90	120	60	30																	0	0	0	0	0	0	0	0
3.5.1.6	strengthen farmers/livestock owners participation on SBC messaging through AEW /Development Agents (DAs) s in 50% of the kebeles per woreda	# of farmers reached through DA's	19800		19800	5940	7920	3960	1980																	2912	0	2912	0	0	0	833	2079
3.5.1.7	Training to PLWHA saving /credit associations leaders and new PLHIV on dietary diversity/consumption of safe livestock products /hygiene/sanitation	# of associations leaders and health workers trained	250	250	500	150	200	100	50																	0	0	0	0	0	0	0	0
3.5.1.8	Reach PLWHA with nutrition SBC messages through ES associations leaders and health workers	# of PLHIV trained			2500																					0	0	0	0	0	0	0	0
3.5.1.9	Train/Provide technical support to school nutrition club on importance of animal source food/ nutrition message to school community/family	# school club supported			36	8	20	8																		0	0	0	0	0	0	0	0
3.5.1.10	Provide school nutrition club with mini-media material /audio nutrition messaging that promote safe milk/meat consumption	# of school clubs			36	8	20	8																		0	0	0	0	0	0	0	0
3.5.1.11	1-day training to religious leaders and influential on how to use gathes to promote the importance of nutritional well-being of children/mothers	# religious leader trained	175	75	250	75	100	50	25																	0	0	0	0	0	0	0	0
3.5.2	(IR3- Component 5 - Strategy 2) - Ensure access to animal source food through pilet backyard Chicken production																																
3.5.2.1	Identification/ selection of target beneficiary from care group mothers based	# of mothers identified for backyard chicken production			300	90	120	60	30																	0	300	300	0	90	120	30	60
3.5.2.2	Provide training to beneficiary on backyard Chicken production management	# beneficiairy trained on backyard chicken production			300	90	120	60	30																	0	29	29	0	0	0	0	29
3.5.2.3	Train DA and IP on backyard Chicken production and Management for continous follow up and support to the beneficiary	# of IP staff and DA's trained on backyard chicken production			150	45	60	30	15																	24	6	30	0	0	0	0	30
3.5.2.4	Provide chicken to the target beneficiary with 3 months feed	# of mothers reciving chicken with feed			300	90	120	60	30																	0	0	0	0	0	0	0	0
3.5.2.5	follow up visit and support to beneficiary household	# of HH visited and get Technical supports			60	18	24	12	6																	0	0	0	0	0	0	0	0
3.5.3	(IR3- Component 5 - Strategy 3) - Influencing the Enabling Environment at the Program and Service Delivery Level																																
3.5.3.1.	Joint quarterly supportive supervision and review meetings with IPs and woreda staff	# of supporting supervision and review meetings			30	9	12	6	3																	0	0	0	0	0	0	0	0
3.5.3.1.	Monthly Supervision and Monitoring of SBCC activity and progress report	# of monitoring and monthly reports			100	30	40	20	10																	0	0	0	0	0	0	0	0
3.5.3.1.	IYCF-KAP end line assessment about knowledge, attitude and practice of Dietary diversity and animal source food consumption	end line research report			1	1	1	1	1																	0	0	0	0	0	0	0	0

**IR 3, COMPONENT 5: PLWHA WARP AROUND ACTIVITIES**

Activity #	Activity Description	Unit	Year 5 Target - (July 1, 2016- March 30,2017)							Year 5 Implementation Schedule and Quarterly Target												Cumulative achievement (July _September 2016)											
			By Gender			by Region				July-Sep 2016			Oct-Dec 2016			Jan-Mar 2017			Apr-June 2017			Gender		Region									
			M	F	Total	Amhara	Oromia	SNNPR	Tigray	J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	Federal	Amhara	Oromia	Tigray	SNNPR
3.5.4.1 Coordination, Collaboration and Partnership for program sustainability																																	
3.5.4.1.1	Organize biannual consultative meeting with key partner organization and groups supporting the PLHIV to strengthen the referral and networking for PLHIV to access other care and support services.	# of consultative meetings			8	2	2	2	2			4						4							0	0	0	0	0	0	0	0	0
3.5.4.1.2	Orientation (per woreda) to community representatives, religious leader and influential people on HIV/AIDS misconception and dispel false ideas about PLWHA	# of orientations			20	6	8	4	2			10			10										0	0	0	0	0	0	0	0	0
3.5.4.1.3	Link PLHIV MEs to markets / value chain development and MFI for business expansion	# of PLHIV linked	50	50	100	30	40	20	10						50			50							0	0	0	0	0	0	0	0	0
3.5.4.1.4	Organize orientation to Anti-Retroviral counselors and case managers on PLHIV nutrition counseling and ES intervention of the LMD	# of orientations organized			10	3	4	2	1			5			5										0	0	0	0	0	0	0	0	0
3.5.4.2 Capacity Building																																	
3.5.4.2.1	Identify and select Eligible clients for PLHIV SCG memebrs in each porject Woreda	# of PLHIV selected	300	300	600	180	240	120	60			300			300										0	0	0	0	0	0	0	0	0
3.5.4.2.2	provide two days orientation to PLHIV on group formation and business management	# of PLHIV attended the orientation	300	300	600	180	240	120	60			300			300										0	0	0	0	0	0	0	0	0
3.5.4.2.3	Organize small loan utilizers in SCGs and link them with microfinance institutions (MFIs)	# of PLHIV orgaized	300	300	600	180	240	120	60			300			300										0	0	0	0	0	0	0	0	0
3.5.4.2.5	Provide technical support to IPs and Project Woredas	# of visited Woredas			40	12	16	8	4			15			15			10							0	0	0	0	0	0	0	0	0
3.5.4.2.6	Organize orientation to PLHIV ME operators and woreda IPs on Nutrition, and accessing other PLHIV care, treatment and support services	# of orientation sessions	6	14	20	6	8	4	2			10			10										0	0	0	0	0	0	0	0	0
3.5.4.3 Provide Market Based Solutions for business expansion and sustainability																																	
3.5.4.3.1	Organize awararness creation field day events for PLHIV on dairy and MLA related businesses	# of PLHIV participated in the field day event	150	250	400	120	160	80	40			200			200										0	0	0	0	0	0	0	0	0
3.5.4.3.2	Organize 3 days dairy management training for PLHIV engaged in livestock in their locality	# of PLHIV attended the orientation	100	200	300	90	120	60	30			150			150										0	0	0	0	0	0	0	0	0
3.5.4.3.1	Provide Business Development Service training for PLHIV capable to work and engage in livestock related busienss activities	# of ME operators	476	700	1176	353	470	235	118			600			576										0	0	0	0	0	0	0	0	0
3.5.4.4 Link PLHIV with other care services with the aim of extending HIV/AIDS support to improve the health and nutrition outcomes of PLHIV																																	
3.5.4.4.2	Provide referral services to PLHIV groups/individuals to access other elements of care, treatment and social support packages	# of PLHIV referred	700	1500	2200	800	760	400	240			700			800			700							0	0	0	0	0	0	0	0	0
3.5.4.5 HIV/AIDS ES intervention Monitoring, evaluation and Learning																																	
3.5.4.5.1	Periodically assess the profitability of ME operators/household income improvement in nutritional intake and health status	# of ME operateros assessed and changes observed	200	400	600	200	200	140	60			300			300										0	0	0	0	0	0	0	0	0
3.5.4.5.2	Conduct joint supervision/meeting to Project Woredas to HIV/AIDS ES activities with LMD staff ,IPs, Woreda Technical team and stackeholdres to review performance and progress	# of supervsion missions per quarter			20	6	8	4	2			6			7			7							0	0	0	0	0	0	0	0	0
3.5.4.5.3	Conduct regular monthly Monitoring and follow up to existing saving groups/ MEs (by Woreda level facilitator and technical team)	# of saving groups			91	40	30	14	7			31			30			30							0	0	0	0	0	0	0	0	0
3.5.4.5.4	Develop case studies and success stories on the performance of SCGs and ME operators	# of case studies			2										1			1							0	0	0	0	0	0	0	0	0
3.5.4.5.5	Compile and prepaare monthly activity perfromacne reposts	# of monthly reports			12							4			4			4							0	0	3	3	0	0	0	0	0